

OpenClinica Completes Growth Recapitalization with Thompson Street Capital Partners to Accelerate Enablement of Clinical Trials



Continued decentralization, a stringent regulatory environment requiring increased compliance and patient outcome visibility, and a constantly growing number of disparate data sources (including RWD and RWE) in clinical trials have bolstered the need for easier and more secure data sharing between researchers and the practitioners administering these trials. As a result, demand for easy to use, unified electronic data capture (EDC) platforms to ensure data reliability and facilitate secure sharing continues to grow.

As an industry leading clinical research solutions provider, OpenClinica empowers sponsors, CROs, and academics with its automated, fully featured EDC complete with an innovative toolset and dynamic, comprehensive eCRFs for clinical trials, enabling researchers to collect data faster, more accurately, and at a lower cost. With its revolutionary Unite™ platform, the Company takes its capabilities to the next level by integrating with leading EMR systems, that can be used by any hospital, academic institution, or physician practice

to pull laboratory and medication data directly from patient EHRs, saving sites up to 15x the time spent performing data entry as well as reducing errors inherent in manual data entry (100% source data verification) and enabling trials to become more decentralized without sacrificing data integrity. As the Company continues to build out its Unite™ network, the applications for its technology will have the unique opportunity to create diverse, new revenue streams (e.g., study feasibility, patient identification and recruitment, protocol optimization, and RWE) that will enhance already robust growth for the foreseeable future. These differentiators made OpenClinica an ideal target for a strategic growth investment from Thompson Street Capital Partners given their focus in life science, healthcare, and software companies.

Crosstree's granular knowledge of the clinical trial and e-clinical industries helped OpenClinica evaluate both financial and strategic partners using real world data, not just hypotheses, and select the ideal partner for future growth.

Crosstree helps clients identify optimal transaction partners to accelerate growth & enhance value for all stakeholders.

ABOUT OPEN CLINICA



OpenClinica is transforming healthcare through innovative cloud technology that accelerates clinical research and simplifies the running of clinical trials. Proven in over 10,000 studies worldwide, the OpenClinica platform is trusted by leading biopharmaceutical companies, contract research organizations, academic institutions, and government agencies. OpenClinica is used across a wide spectrum of clinical research, including drug, device, and diagnostic trials, global health studies involving 200,000 patients, adaptive platform trials, and clinical trials for some of the first gene therapies to be approved for market. Hundreds of small, midsize, and large research organizations leverage OpenClinica to capture better clinical data faster, and to do so in a way that meets the highest standards for security and regulatory compliance (21 CFR Part 11, Annex 11, GDPR, HIPAA).

ABOUT TSCP



Thompson Street Capital Partners is a St. Louis-based private equity firm focused on investing in founder-led middle market businesses. The firm has acquired more than 200 companies in the Life Sciences & Healthcare, Software & Technology and Business & Consumer Services and Products sectors since being founded in 2000.

CROSSTREE'S EXPERTS ARE SPECIALISTS IN THE NUANCES OF HEALTH SCIENCE AND PROVIDE:

- Deep analytics of capabilities and gaps
- Systemized tactical strategies and a road map to success
- Engaged experts in market analysis, financials, and premium valuations
- Targeted and qualified prospects
- Up-to-date industry trend analysis and forecasting

All while prioritizing corporate core values.

MEETING THE NEEDS OF BOTH THE BUYER AND THE SELLER — BY THE NUMBERS AND BEYOND — IS CROSSTREE'S SPECIALTY.

Crosstree's [proven track record](#) of superior outcomes is the result of balanced, hands-on guidance from start to close. Partner with the leading health science experts today.



SHANE SENIOR, CFA

Co-Founder &
Managing Director

shane.senior@crosstreecapital.com

813-774-4755