

CASE STUDY

M&A TRANSACTIONAL ADVISORY



ACCELOVANCE, INC.

Accelovance Inc. (“Accelovance”) is an award winning, full service clinical Contract Research Organization (CRO) focused on vaccine, oncology, and general medicine Phase I-IV programs. Accelovance provides global CRO services to pharmaceutical companies, biotech, CROs, and academic institutions. The company was founded in 2004 and is based in Rockville, Maryland. Other locations include Stuart, Florida; Peoria and Chicago, Illinois; Durham, North Carolina; and Beijing, China.



LINICAL CO., LTD. (TSE: 2183)

Linical Co., Ltd. (“Linical”) provides drug development services in the areas of oncology and central nervous system to pharmaceutical companies worldwide. The company offers drug development consulting services, clinical research and development, and contract medical affairs services. Linical was founded in 2005 and is headquartered in Osaka, Japan.

HOW BOURNE ADDS VALUE

Bourne Partners provides strategic and financial advisory services to clients throughout the business evolution life cycle. We play an active role in helping businesses grow and maximize outcomes by creating long-term, profitable relationships that extend beyond single transactions. It is our focus on relationships and results that has yielded us an impeccable track record of client satisfaction.

OBJECTIVE

Accelovance engaged Bourne Partners to identify an acquirer for the remaining clinical CRO business after the successful carve-out of Accelovance’s SMO segment, Optimal Research, in late 2017.

PROCESS

Bourne Partners used their international network to run a highly strategic process and structure a transaction that was ideal for all parties.

RESULT

With the advice of Bourne Partners, Accelovance signed a merger agreement with Linical to sell all remaining assets. The combined companies will now boast a strong international CRO presence reaching through North America, Europe and Asia Pacific. The transaction closed April 16, 2018.



“ Bourne Partners’ experienced execution team, deep domain knowledge and extensive strategic and PE relationships were critical in maximizing the value of the sale of Accelovance and Optimal Research. I highly recommend them as a sell-side advisor in the Clinical CRO and Sites Network space. ”

- Steve Trevisan, Founder, President & CEO, Accelovance, Inc.

¹ This testimonial may not be representative of the experience of other customers and is no guarantee of future performance or success