

## Benchmark Research Acquired by a Leading Global CRO to Expand Vaccine and Clinical Trial Site Capabilities



To bring vaccines to market successfully, sponsors rely on sites with specific vaccine expertise to conduct clinical trials. These sites provide end-to-end support services, handling everything from patient recruitment to regulatory compliance to data collection in timelines that are more compressed than traditional clinical trials. With the global vaccine market expected to exceed \$65 billion by 2026, CROs are expanding their vaccine expertise in order to serve the growing demand.

Founded in 1997, Benchmark Research (Benchmark) has distinguished itself the leading site network for vaccine trials in the industry, having conducted more than 1,000 trials with 40,000+ participants across its network of 10 clinical trial sites. During the development of the initial COVID-19 vaccines,

Benchmark emerged as the preferred SMO due to its longstanding reputation for quality among pharma sponsors and served as a model of excellence across the industry. Benchmark was also the founding alliance partner of hyperCORE International, a network of premier sites, and VaxCorps, a network of clinical research centers specializing in vaccine trials. This market leadership position made Benchmark the ideal acquisition for a leading global CRO to expand its vaccine clinical trial SMO capabilities.

Crosstree's expertise in both the clinical trial site and deep understanding of Benchmark's unique value proposition helped the firm advise Benchmark in identifying a leading global CRO as the ideal transaction partner to accelerate the company's growth and further enhance its market-leading position.

**Crosstree helps clients articulate their unique value propositions and facilitates transactions with optimal, synergistic partners to accelerate growth & enhance value for all stakeholders.**

## ABOUT BENCHMARK RESEARCH



Benchmark Research was founded in 1997 by Mark Lacy and Scott Barrett. The company has developed a track record of vaccine expertise, having conducted more than 1,000 trials with 40,000+ participants. Benchmark works in partnership with the private and public sectors at clinics located in California, Louisiana and Texas to ensure safe and effective trials are conducted for medications and vaccines.

## 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.



**JASON LAYTON**

Director

[jason.layton@crosstreecapital.com](mailto:jason.layton@crosstreecapital.com)

813-578-7109