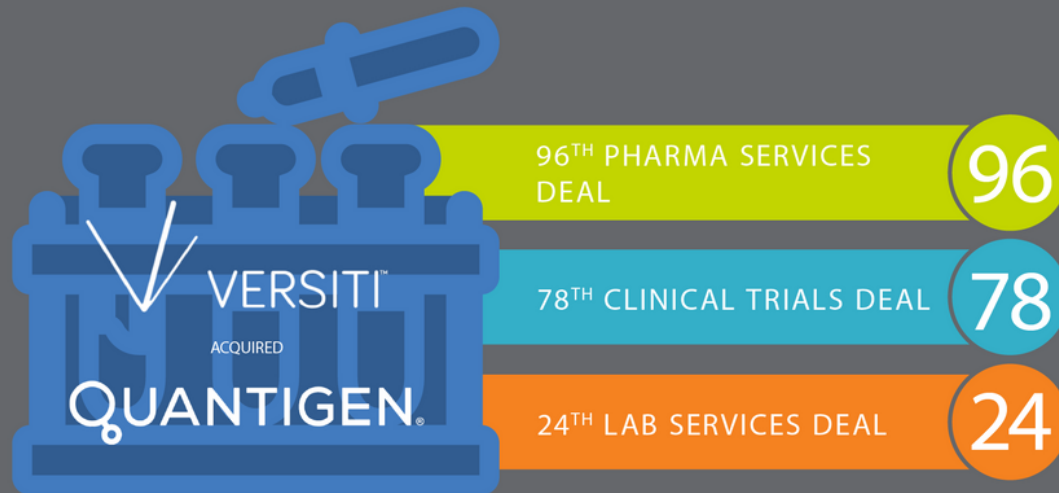


Versiti Acquired Quantigen to Further Expand Clinical Trial Expertise and Service Offering



Of the [~\\$170 billion](#) global diagnostic testing market, the bioanalytical and esoteric testing segments [comprise nearly 25%](#), driven by the growing use of biotechnology in both the diagnosis and treatment of diseases. Increasing demand for precision and personalized medicine is driving providers, clinical researchers, and pharma sponsors to demand highly-specialized diagnostic services to support both patient care and a growing biotech drug development pipeline.

Indiana-based Quantigen was founded in 2009 as an expert methods development laboratory; focused specifically on high value application needs supporting molecular assay development. Their combination of skill and knowledge results in improved patient outcomes, higher quality

services and reduced cost of care for hospitals, blood centers, hospital systems, research and educational institutions, and other health care providers. Quantigen's range of services supporting preclinical/clinical research and clinical diagnostics made it a natural fit to strengthen Versiti's existing clinical laboratory service offering.

Crosstree's granular knowledge of the diagnostic laboratory services sub-sector helped Versiti evaluate a diverse set of potential strategic acquisitions and identify Quantigen as the ideal fit of complementary capabilities. The resulting acquisition will enable Versiti to offer a one-stop shop for outsourced services.

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

ABOUT CLIENT NAME



Versiti is a world-class blood health organization with locations across the Midwest. Headquartered in Milwaukee, Versiti was formed with a mission of service to improve patient outcomes, advance the field of personalized medicine and strengthen the health of communities everywhere. From research, clinical care, and diagnostic testing to the sharing of lifesaving gifts through blood, organ and tissue donation, the collective efforts across Versiti result in more hope for the communities they serve.

ABOUT OTHER PARTY NAME



Quantigen was founded in 2009 on the understanding that exceptional data quality, speed to results and comprehensive support are the defining needs of their customers. For this reason, Quantigen is a trusted partner for gene expression and genetic variation assay development, method validation, and a multitude of other services related to discovery and clinical research.

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.



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