

Versiti Acquired Pearl Pathways to Expand Clinical Trial Services Capabilities



Recent shifts in healthcare highlight the crucial role of Institutional Review Boards (IRBs) and regulatory affairs consulting services. The escalating complexity of research studies, coupled with emerging ethical challenges from technologies like big data analytics and precision medicine, underscores the imperative need for robust ethical oversight. IRB review becomes essential to safeguard participant rights and privacy as research expands into these realms. The emphasis on patient-centered care elevates IRBs' role in aligning research with patient preferences. Simultaneously, regulatory affairs consulting is vital for navigating evolving regulations and ensuring compliance. Global research collaborations and the involvement of vulnerable populations accentuate the essential function of IRBs and regulatory affairs consulting in upholding ethical standards across diverse settings, protecting the rights and well-being of research participants.

Based in Indianapolis, Pearl Pathways is a comprehensive life science consulting firm,

specializing in regulatory affairs, quality compliance, and niche CRO services. With an independent AHRPP-accredited IRB, they cover all facets of human research. They assist biopharmaceutical, medical device, and diagnostic entities, along with life science service providers, addressing their clinical, regulatory, and quality compliance requirements. Pearl's noteworthy IRB capabilities and regulatory expertise positioned it perfectly to enhance Versiti's clinical trial service offerings.

Crosstree's impressive knowledge of the pharma services industry (this deal being Crosstree's 18th pharma services transaction in 2023) helped Versiti evaluate a diverse set of potential strategic acquisitions and identify Pearl Pathways as the ideal fit of complementary capabilities. The resulting acquisition will strengthen Versiti's preexisting IRB foothold and ability to offer broader regulatory support for clinical trials.

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

ABOUT VERSITI



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 PEARL PATHWAYS



Pearl Pathways accelerates life science product development, providing support to biopharmaceutical, medical device, and diagnostic companies, as well as life science service providers in clinical, regulatory, and quality compliance areas. They serve as an extension of their clients' teams, collaborating with clinical, regulatory, quality, and senior leadership experts to expedite the market release of life-saving products.

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
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- 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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