

**eCLINICAL SOLUTIONS, A DIVISION OF ELIASSEN GROUP,  
SEEKS ADD-ON ACQUISITIONS**



**Background:** Eliassen Group is a \$100 million national provider of technology staffing and specialized consulting services headquartered in Wakefield, Massachusetts. Eliassen Group's rapidly-growing eClinical Solutions division provides a range of clinical trial-related data management solutions to pharma, biotech and medical device companies. eClinical Solutions has significant clinical and technical expertise and partners with its clients to collaboratively develop the appropriate data management strategy and then execute with its best-in-breed capabilities. eClinical Solutions can be found online at [www.eclinicalsol.com](http://www.eclinicalsol.com).

In May of 2007, Eliassen Group was recapitalized in conjunction with a significant equity investment by Boston-based private equity firm Lineage Capital. Eliassen Group is well capitalized and has access to significant additional resources through Lineage's \$160 million committed equity fund. Lineage's goal is to help accelerate the growth of eClinical Solutions business unit by facilitating strategic acquisitions. Eliassen Group has a track record of success in integrating acquisitions and has completed two strategic purchases prior to Lineage's involvement.

**Acquisition Criteria:** eClinical Solutions, a division of Eliassen Group, is looking to acquire either:

- A similar data management-oriented business to build critical mass
- A complementary business that delivers services such as biostatistics or medical writing to a similar customer base

**Factors to be considered** in evaluating the potential attractiveness of candidates are as follows:

- Location:** US-based, located in a biotech, pharma or device hotbed
- Customers:** Referenceable customer base which may include medical device companies
- Relevant technologies:** SAS platform, ETL tool, CDR components, complementary EDC and database systems
- Operations:** Our goal is not to become a full service CRO – clinical operations should be small
- Size:** We are open to considering opportunities of all sizes

**Eliassen Group and Lineage are aggressively seeking add-on acquisitions for eClinical Solutions and will willingly pay customary finders fees to intermediaries.**

**Contact:** Please contact Erik Dykema at Lineage Capital with potential acquisition opportunities. He can be reached directly at 617-778-0665 or [erik@lineagecap.com](mailto:erik@lineagecap.com).