Partnering and Exiting for CROs: Tales from Founders and Investment Bankers

What is the value of my service company? When and how do I exit and enjoy the fruits of my labor? Should I sell my baby to an investment banker (IB) or a private equity (PE) partner? How do I find strategic partners (for example, large CROs)? What are the pros and cons of working with an IB?

There have been many local seminars on company valuation, M&As and partnering. Most of them focus on companies developing therapeutics. The strategy, thinking and approach presented may not be applicable to CROs. Historically, smaller service companies are not the targets for M&A or private equity investment activities. However, with the continued trend towards outsourcing, and the robust growth in the entire service industry, CROs have become very attractive for both investors and strategic partners.

Please join us for this event where two local CRO founders will share the stories of their recent transactions. In addition, we will hear from a business advisor from an investment bank in the Bay Area to share his point of view of how service companies can position themselves for acquisition or investment, and how to work with investment bankers and private equity investors.