

**DATE**

April 12, 2015

**SECTORS**

Healthcare

**DEAL TYPE**

M&A Advisory  
Private Capital

**DEAL LOCATIONS**



**DEAL TEAM**



**Eric Edmondson**  
Vice Chairman

# DC Advisory advised Forte Research Systems on its investment from Primus Capital



CLEVELAND, OH – April 30, 2015 – Primus Capital (Primus), an Ohio-based private equity firm, is pleased to announce that it has made a major growth investment in Forte Research Systems, Inc., an industry-leading developer of specialized clinical research management software.

Headquartered in Madison, Wisconsin, Forte is dedicated to the development and support of clinical research management software, collaborating with the clinical research community to develop standards-based systems which promote best practices throughout the industry.

“We are especially impressed with Forte’s collaborative approach in developing industry-leading solutions, its consultative relationships with its customer communities, and its strong leadership team,” said Phil Molner, Managing Partner of Primus.

Forte’s software is used at over half of all NCI-designated cancer centers and over 20% of NIH-funded clinical and translational science awardee organizations, in addition to numerous academic medical centers, healthcare systems, and research sites throughout the United States. Forte has supported more than 80,000 protocols and 1 million subjects through its clinical trial management systems, OnCore® Enterprise Research and Allegro® CTMS. Forte also provides an electronic data capture software, Overture® EDC, for CROs and sponsors.

“As the healthcare regulatory landscape continues to change and the clinical research industry becomes more competitive, research institutions increasingly require solutions that improve clinical trial workflow, ensure regulatory compliance, and promote clinical research collaboration. We believe in Forte’s vision to create solutions that not only serve the needs of individual research institutions, but also advance the entire clinical research

industry through technology and informatics innovations,” added Molner.

“We are very excited about Forte’s continued growth prospects. We are confident that our partnership will enhance Forte’s position as a market leader and will fuel further innovation, benefitting its customers and the industry as a whole,” added Aaron Davis, Principal of Primus.

“Primus is a phenomenal organization with great values, and we’re very pleased with the caliber of the people in the organization. The expertise they possess in the healthcare, software, and technology-enabled services industries will be extremely valuable to our partnership,” said Srini Kalluri, Founder, President, CEO, and Chief Customer Officer of Forte. “They understand where we are heading, and they are going to help us execute a new set of initiatives, allowing us to realize what we have worked so hard for over the last 15 years.”

Kalluri will continue in his roles as President, CEO, and Chief Customer Officer. Molner and Davis from Primus will join Forte’s Board of Directors.