

About Berkery Noyes

Founded in 1980, Berkery Noyes is the leading independent investment bank specializing in the information content and technology industries. The firm has initiated, managed and closed more than 400 merger and acquisition transactions for privately held and publicly traded companies in the business, technology, education, health, financial and legal information segments. Berkery Noyes is unique among investment banking firms in that we combine truly independent strategic research and industry intelligence with senior information technology banking expertise. With no equity fund or brokerage business to manage, our partners and investment banking professionals are one hundred percent focused on M&A advisory services. Berkery Noyes employs over 40 individuals with deep industry knowledge and experience who strive to exceed our clients' expectations by maximizing the full value of their information technology and content assets.



JEFF SMITH

ORACLE CORPORATION *buys* RELSYS INTERNATIONAL

ASSIGNMENT:

Berkery Noyes was retained by Relsys International to explore strategic options, including identifying and approaching the best partner to take the Company to its next stage of growth.

COMPANY:

Relsys is a leading provider of drug safety, risk management and analytics applications for the health sciences industry; Relsys' best-in-class solutions support adverse event reporting, risk management and drug safety analysis for pharmaceutical, biotechnology, contract research organizations and medical device companies worldwide.

RESULTS AND CONTRIBUTIONS:

- ◆ Successfully sold to Oracle Corporation — negotiated the sale to achieve maximum value.
 - In recent years, Relsys had received approaches from a number of interested potential acquirers, including Oracle.
 - Berkery, Noyes was retained to advise and represent Relsys, and to conduct a competitive, confidential auction process.
- ◆ Berkery, Noyes carried out a limited auction to high-probability strategic acquirers with demonstrated acquisition experience and funding; and selected private equity buyers with demonstrated experience in and knowledge of healthcare technology.
- ◆ Oracle's valuation and offer directly reflected a highly competitive auction process, which resulted in numerous bids at very strong multiples.
- ◆ Berkery Noyes managed an intensive, complicated and detailed due diligence process conducted by Oracle:
 - including a detailed source code scan and analysis; review of all IP-related documentation and agreements; review of all customer agreements and contracts.
- ◆ Berkery, Noyes negotiated a purchase agreement with very limited closing conditions.
- ◆ BNC created and maintained a competitive bidding process from start to finish.



If you're considering growth through acquisition, the sale of a business, a timely exit strategy, or a financial restructuring, call Managing Director Jeff Smith at 212.668.3022.