

# Case Study – Nuvera Life Science Consulting



## NUVERA LIFE SCIENCE CONSULTING

Nuvera LLC is a strategic consulting company focused exclusively on the rare disease and specialty therapeutics markets, based in New Jersey. Nuvera is dedicated to helping its clients design and enable seamless treatment experiences and envision a world of simple, streamlined treatment experiences that alleviate the burden of using specialized therapies and accelerate treatment success for patients and providers.

## UDG HEALTHCARE (LSE:UDG)

UDG Healthcare plc provides advisory, communication, commercial, and clinical services. Through its Ashfield segment, the company offers commercialization services for the pharmaceutical and healthcare industry in the areas of advisory, communications, and commercial and clinical services. This segment supports healthcare professionals and patients at various stages of the product life cycle; and provides field and contact center sales teams, healthcare communications, patient support, audit, advisory, and medical information services to approximately 300 healthcare companies. UDG Healthcare plc was founded in 1948 and is headquartered in Dublin, Ireland.



## HOW BOURNE ADDS VALUE

Bourne Partners provides strategic and financial advisory services to clients throughout the business evolution life cycle. We play an active role in helping businesses grow and maximize outcomes by creating long-term, profitable relationships that extend beyond single transactions. It is our focus on relationships and results that has yielded us a track record of client satisfaction.

## OBJECTIVE

After receiving inbound interest in the business, Nuvera engaged Bourne Partners (“Bourne”) to serve as its exclusive advisor, streamlining strategic conversations with multiple parties and helping facilitate a sale of the company.

## PROCESS

In addition to introducing Nuvera to the eventual buyer of the company, Bourne negotiated the economics of the offer, a staged exclusivity period, a final purchase price gross-up, and a working capital adjustment – all in our client’s favor.

## RESULT

In a transaction that ensures its ability for future growth, Nuvera was acquired by UDG Ashfield on April 1, 2021 for \$24 million in cash at closing plus an earnout of up to an additional \$12 million.

2021  
**up to \$36,000,000**

Bourne Partners served as the exclusive financial advisor to Nuvera in its sale to UDG Ashfield

**BOURNE PARTNERS**

**“We are thrilled to become part of Ashfield Engage which will lead to the whole being greater than the sum of our parts. Ashfield’s breadth of engagements combined with Nuvera’s strategic design capabilities will lead to an overall greater impact for our clients and their patients. From complementary cultures to global exposure, we are excited by our new potential.”**

Greg Klein, Founder and Managing Partner, Nuvera