

Anju Software Acquired by Valsoft Corporation to Grow eClinical and Commercialization Capabilities



Acquired by



135th

Pharma
Services Deal

21st

Clinical Sites
Deal

95th

Clinical Trials
Deal

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The healthcare technology sector, valued at \$278 billion in 2023 and expected to grow to \$981 billion by 2032, is undergoing rapid transformation due to factors such as regulatory changes, technological advancements, and increasing consolidation. Recent trends show an uptick in mergers and acquisitions, particularly in the eclinical and technology services sectors, where companies with valuable assets are becoming prime acquisition targets for those looking to further develop their offerings and expand their market share. As healthcare tech companies seek to streamline operations and leverage innovative solutions, the demand for these strategic partnerships is expected to rise.

Anju Software, headquartered in the United States, is a customer-focused organization that offers advanced technology solutions that enhance clinical research, medical affairs and data science workflows. With industry-leading products like TrialMaster, IRMS MAX and TA Scan, Anju supports pharmaceutical and biotech companies by simplifying complex clinical

development & commercialization processes, driving data-driven insights and ensuring overall compliance. Valsoft Corporation (“Valsoft”) partners with software companies to assist in growing their specialized capabilities, making them the ideal partner for Anju. Through this partnership, Valsoft will use its resources to champion Anju’s business goals of enhancing the quality of patients’ lives through application of eclinical & medical affairs solutions.

Crosstree played a pivotal role in facilitating the transaction between Anju and Valsoft by effectively highlighting Anju’s unique value proposition to ensure an optimal outcome. The team conducted a thorough evaluation of potential financial and strategic partners to identify the right partner for Anju. Crosstree’s expertise allowed them to navigate the complexities of the deal, ensuring a swift and efficient closing process from IOI to LOI to closing. This resulted in a successful closing in less than 45 days from signing the LOI, positioning both companies for future growth.

“Crosstree’s proven track record of superior outcomes is the result of balanced, hands-on guidance from start to close. Partner with the leading health science experts today.”



JASON LAYTON
Managing Director

jason.layton@crosstreecapital.com

813-578-7109

Crosstree’s experts are specialists in the nuances of the health sciences, prioritizing corporate core values and providing:

- Deep analytics of capabilities and gaps
- Systemized tactical strategies and a road map to success
- Engaged experts in market analysis, financials, and premium valuations
- Targeted and qualified prospects
- Up-to-date industry trend analysis and forecasting

Meeting the needs of both the buyer and the seller by the numbers and beyond is Crosstree’s specialty.



About Anju Software

Anju Software is a customer-first organization providing adaptable life science solutions for clinical research, medical affairs, and data science. TrialMaster, IRMS MAX, and TA Scan, the company's flagship products, lead the way in reducing complexities in the drug and device discovery and commercialization process. Anju is a portfolio company of Valsoft Corporation serving the worldwide pharmaceutical, biotech and contract research Life Sciences markets.

About Valsoft Corporation

Valsoft acquires and develops vertical market software companies that deliver mission-critical solutions. A key tenet of Valsoft's philosophy is to invest in established businesses and foster an entrepreneurial environment that shapes a company into a leader in its respective industry. Unlike private equity and VC firms, Valsoft does not have a predefined investment horizon and looks to buy, hold, and create value through long-term partnerships with existing management and customers.



Other Recent Pharma Services Transactions:

