

Excellere Partners and TrialCard win ACG Raleigh's Deal of the Year Award

TrialCard Represents 7th Investment in Excellere Capital Fund II, L.P.

DENVER, CO—April 7, 2015 Excellere Partners, a Denver-based private equity firm focused on partnering with middle-market entrepreneurs and management teams, announced today that it won the ACG Raleigh Deal of the Year Award with their investment in Raleigh, NC-based TrialCard.

“It is an honor to be recognized for this award,” stated Rob Martin, Managing Partner at Excellere Partners. “At Excellere, we are constantly in search of opportunities to partner with visionary entrepreneurs and strong management teams operating in our targeted industries, and we certainly found that in TrialCard. Together we look to continue to build upon TrialCard’s leadership position in medication access and adherence solutions.

Since its inception, Excellere has aspired to build a differentiated private equity firm, one focused on the unique needs of emerging private companies with a vision to build industry leadership and enduring value. More than a source of capital, Excellere has created a firm with a buy-and-build growth strategy focused on enhancing the value proposition provided to customers, which is empowered by a collaborative culture and a proprietary value creation process.

Dave Cunningham, TrialCard Founder and Chairman of the Board, said, “A substantial opportunity exists for TrialCard to create additional value across the healthcare ecosystem by expanding the breadth and depth of our patient access solutions. The management team and I were in search of a partner that shared our vision for growth and commitment to solving our clients’ most complex patient access and medication adherence challenges. We believe that we found such a partner in Excellere, which has a proven track record of supporting management teams in growing healthcare businesses like ours.”

Mark Bouck, the company’s Chief Executive Officer, added, “Excellere is the ideal partner for the company’s next phase of growth because of its deep knowledge of the healthcare industry, proprietary value creation tools and processes, and commitment to assist management to achieve its strategic vision and goals.”

Together, TrialCard’s senior management and the Excellere team will seek to enhance the company’s solution delivery, augment its suite of services, and expand its customer base through a targeted buy-and-build strategy. Brad Cornell, Principal at Excellere Partners, said, “TrialCard is in a unique position to build upon its history of leadership and innovation within

the patient access and medication adherence market. We are focused on enhancing the value proposition that the company provides for customers through a combination of service optimization, organic growth initiatives and complementary acquisitions that further improve patient outcomes and drive attractive return on investments to current and prospective customers.”

Investment banking firm, Harris Williams & Co., and the Triangle-based law firm, Smith Anderson, represented TrialCard while the Denver office of global law firm Hogan Lovells represented Excellere.

About Excellere Partners

Excellere Partners is a Denver-based middle-market private equity firm that specializes in partnering with entrepreneurs and management teams through majority recapitalizations and management buyouts. Excellere employs a buy-and-build strategy that provides its portfolio companies with capital as well as a proprietary value creation system designed to accelerate growth while enhancing corporate infrastructure. Investments are focused on companies within the following industries: energy products and services; healthcare; industrial technology and services; and business services. For more information about Excellere, please visit <http://www.excellerepartners.com>.