

Vector Capital Sells Certara, a Leading Provider of Drug Development Software and Services, to Arsenal Capital

San Francisco, CA (December 19, 2013) – Vector Capital has sold Certara to Arsenal Capital Partners. Certara’s model-based drug development and data analytics software enables its biopharmaceutical customers to significantly improve productivity and decision-making throughout the entire drug development value chain, from early molecular discovery through complex and costly pre-clinical and clinical development.

In 2007, Vector Capital backed Jim Hopkins, previously a Board Member of Corel and CIO of Register.com, both Vector portfolio companies, in founding Certara, with a vision to become the leading provider of model-based drug development. Working closely with the management team of Certara, Vector helped identify and execute the acquisitions of Tripos, a discovery informatics software company, in 2007, of Pharsight, a provider of software, strategic, and regulatory services for clinical drug development, in 2008, and of Simcyp, a drug response modeling and simulation platform, in 2012. With these acquisitions and continued organic growth, Certara has emerged as the global leader in model-based drug development.

Commenting on the strategy for Certara, Jim Hopkins, CEO of Certara, said, “With the full support of Vector Capital, we have broadened our product offerings organically and through acquisitions, expanded our global presence and optimized our operations in order to provide clients with tools that enable significant reductions in the time and expense of bringing new drugs to market. Vector Capital has been a great partner in transforming Certara into a world class leader in model-based drug development solutions.”

Amish Mehta, a Managing Director at Vector Capital, said, “We have had a very successful investment in Certara partnering with a strong team. Certara is the most recent example in Vector’s long history of backing management to build companies that transform their markets.”

William Blair & Company LLC. acted as exclusive financial advisor to Certara and Vector Capital, and Davis Polk & Wardwell LLP acted as legal advisor to Certara and Vector Capital.

About Vector Capital

Vector Capital is a leading global private equity firm specializing in transformational investments in established technology businesses. Vector identifies and pursues these complex investments in both the private and public markets. Vector actively partners with management teams to devise and execute new financial and business strategies that materially improve the competitive standing of these businesses and enhance their value for employees, customers and shareholders. Among Vector's notable investments are 20-20 Technologies, Aladdin Knowledge Systems, Cambium Networks, Corel, Gerber Scientific, RAE Systems, LANDesk Software, Register.com, SafeNet, Technicolor, Teletrac, Tidel, WatchGuard Technologies, and WinZip.

About Certara

Certara is dedicated to improving human health by delivering a broad spectrum of software products and consulting services, spanning molecular discovery to clinical development, with a special focus on supporting translational approaches to drug development. A leading provider of model-based drug development tools, Certara was formed by the acquisition and integration of industry leaders Tripos[®], Simcyp[™], and Pharsight[®] Corporation. Each Certara family brand focuses on a key phase within the drug discovery and development process; combined, they offer a unique set of scientific modeling, analysis, and simulation capabilities that can enable the cross-disciplinary approaches necessary for translational science initiatives. For more information, visit www.certara.com.

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