

# Two Labs Acquires Pennside Partners Ltd.

Company expands services suite with addition of market insights, benchmarking and competitive intelligence



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**Two Labs, LLC** →

08:57 ET

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COLUMBUS, Ohio, Oct. 23, 2018 /PRNewswire/ -- Industry-leading pharmaceutical services company, Two Labs, today announced it has acquired Pennside Partners Ltd., an international provider of market insights, benchmarking and competitive intelligence services for the pharmaceutical, biotech, and medical device sectors. Terms of the agreement were not disclosed.

The partnership is a testament to a shared commitment to improving patients' quality of life through innovative trade and commercialization services. The joint expertise of both companies will allow for better support services throughout the product lifecycle from pre-launch through loss of exclusivity.

"In the highly competitive pharma market, it is crucial to stay at the forefront of the industry by providing unparalleled clinical product insights and strategic commercialization roadmaps," said Rich Wartel, CEO of Two Labs. "This acquisition allows us to offer a larger portfolio of services to meet our clients' evolving needs, giving them the ability to deliver transformative, life-saving products to patients across the globe."

"Through this partnership, Pennside now has the opportunity to expand our capabilities and better leverage our existing resources to a broader network of emerging manufacturers," said Tom Penrice, Vice President at Pennside Partners Ltd. "I am looking forward to this next phase of our business that will enable us to offer a wider and deeper suite of services to our clients."

The transaction was completed as of October 18, 2018. Pennside Partners Ltd. employees will remain in their Wyomissing, PA office.

## **About Two Labs**

Two Labs is a leading pharmaceutical services company that provides a portfolio of product commercialization and lifecycle services to

pharmaceutical manufacturers. Since its inception in 2003, Two Labs has worked with over 380 manufacturers. This includes supporting over 150 emerging manufacturers with their first product and over 230 pharmaceutical manufacturers with in-market products from pre-launch to loss of exclusivity. For more information, visit [www.TwoLabs.com](http://www.TwoLabs.com).

**About Pennside Partners Ltd.**

Pennside Partners Ltd is a leading international business development consulting firm providing market insights, benchmarking, and competitive intelligence for the pharmaceutical, biotech, and medical device sectors. Pennside has been a trusted partner with many of the largest pharmaceutical and biotech companies for over 25 years, with a growing presence among small and mid-sized players. For more information, visit [www.Pennside.com](http://www.Pennside.com).

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