

Firm News | January 10, 2024

Troutman Pepper Advises HMP Global in Acquisition of Drug Channels Institute, Market Intelligence Unit Launch

RELATED PROFESSIONALS

[Brandon E. Raphael](#) | [Matthew M. Greenberg](#) | [Raffaele Cicala](#) | [Matthew A. Ramsey](#) | [Monica Q. Vu](#) | [Laura M. Kleinberg](#)

RELATED OFFICES

[Atlanta](#) | [Philadelphia](#) | [Philadelphia West \(Berwyn\)](#) | [Wilmington](#)

PHILADELPHIA – Troutman Pepper client HMP Global, a leading omnichannel healthcare education, events, and market insights company, has entered into a definitive agreement to acquire Drug Channels Institute (DCI), a well-known and trusted source of market intelligence and analysis covering the \$1.5 trillion pharmaceutical landscape. [Read a company announcement about the deal here.](#)

Founded in 2012, DCI helps its customers make sense of pharmaceutical economics and the increasingly complex pharmacy distribution and reimbursement system through data-driven insights, research, timely analysis, and highly regarded perspectives. The DCI acquisition aligns seamlessly with HMP Global's strategic vision to further diversify its portfolio and accelerate its position in healthcare market analysis and intelligence.

The Troutman Pepper team advising HMP Global in the transaction was led by Partners [Brandon Raphael](#) and [Matt Greenberg](#) and included [Raffaele Cicala](#), [Matthew Ramsey](#), [Monica Vu](#), and [Laura Kleinberg](#). HMP Global is a portfolio company of firm client Susquehanna Growth Equity, a middle market private equity firm.

Consistently recognized as a top-tier national practice, Troutman Pepper's corporate attorneys regularly handle multimillion- and multibillion-dollar transactions. Core areas of service include capital markets transactions and other significant domestic and cross-border transactions, mergers and acquisitions, corporate governance, securities laws compliance, and corporate finance. The firm has particular expertise in the private equity and private fund services space, advising clients on matters from fund formation to investments and exit transactions.

About Troutman Pepper

Troutman Pepper is a national law firm with more than 1,200 attorneys strategically located in 23 U.S. cities. The firm's litigation, transactional, and regulatory practices advise a diverse client base, from startups to multinational enterprises. The firm provides sophisticated legal solutions to clients' most pressing business challenges, with depth across industry sectors, including energy, financial services, health sciences, insurance, and private equity, among others. Learn more at troutman.com.

RELATED INDUSTRIES + PRACTICES

- Corporate
- Mergers + Acquisitions
- Private Equity