



Services Overview

The Convergence of Strategy and Execution in Life Sciences

PROPRIETARY AND CONFIDENTIAL



Who We Are...

Converge Consulting

Strategy, Execution & Solutions for Commercial Market Success






- Highly experienced team of professionals exclusively supporting Life Sciences companies.
- Beyond Science: We assist companies with the *business transformation* required to transition from scientific and technical excellence to business and commercial excellence.
- Key disciplines necessary to design & implement effective & scalable capabilities:
 - Operational Excellence & Business Process Design
 - Supply Chain Strategies & Management
 - Product Launch Planning
 - Strategic Decision Support and Risk Management
 - Core Business Systems
- Sound understanding of the unique industry structure, requirements & challenges of life science companies



Converge partners with our clients to provide the supplemental expertise needed to scale their business.

Supporting Growth and Transformation

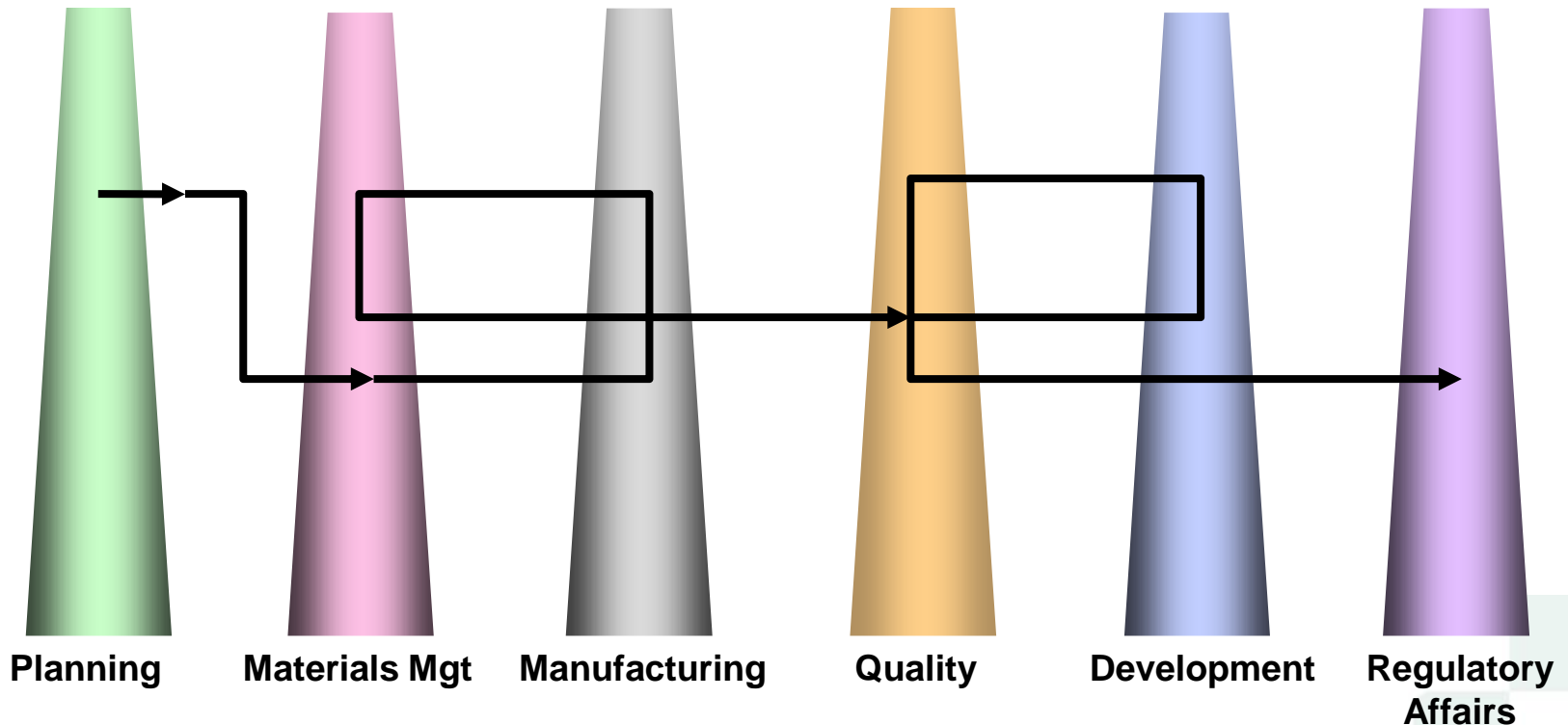
Our clients face daunting challenges, risks and uncertainties in pursuit of clinical and commercial success...

Technical & Scientific Risk		<ul style="list-style-type: none">• Efficacy• Scale-Up	<ul style="list-style-type: none">• Yields• Technology Transfer
Commercial Risk		<ul style="list-style-type: none">• Uptake• Pricing	<ul style="list-style-type: none">• Access• Competition
Compliance Risk		<ul style="list-style-type: none">• Investigations• CAPAs	<ul style="list-style-type: none">• Culture• Discipline
Operational Risk		<ul style="list-style-type: none">• Scalability• Failures	<ul style="list-style-type: none">• Quality• Organizational Readiness
Supply Risk		<ul style="list-style-type: none">• Disruptions• Security	<ul style="list-style-type: none">• Disasters• Expiry

A range of capabilities and tools is required to identify opportunities, develop strategies, make decisions and execute flawlessly.

The Way We Work (cont.)

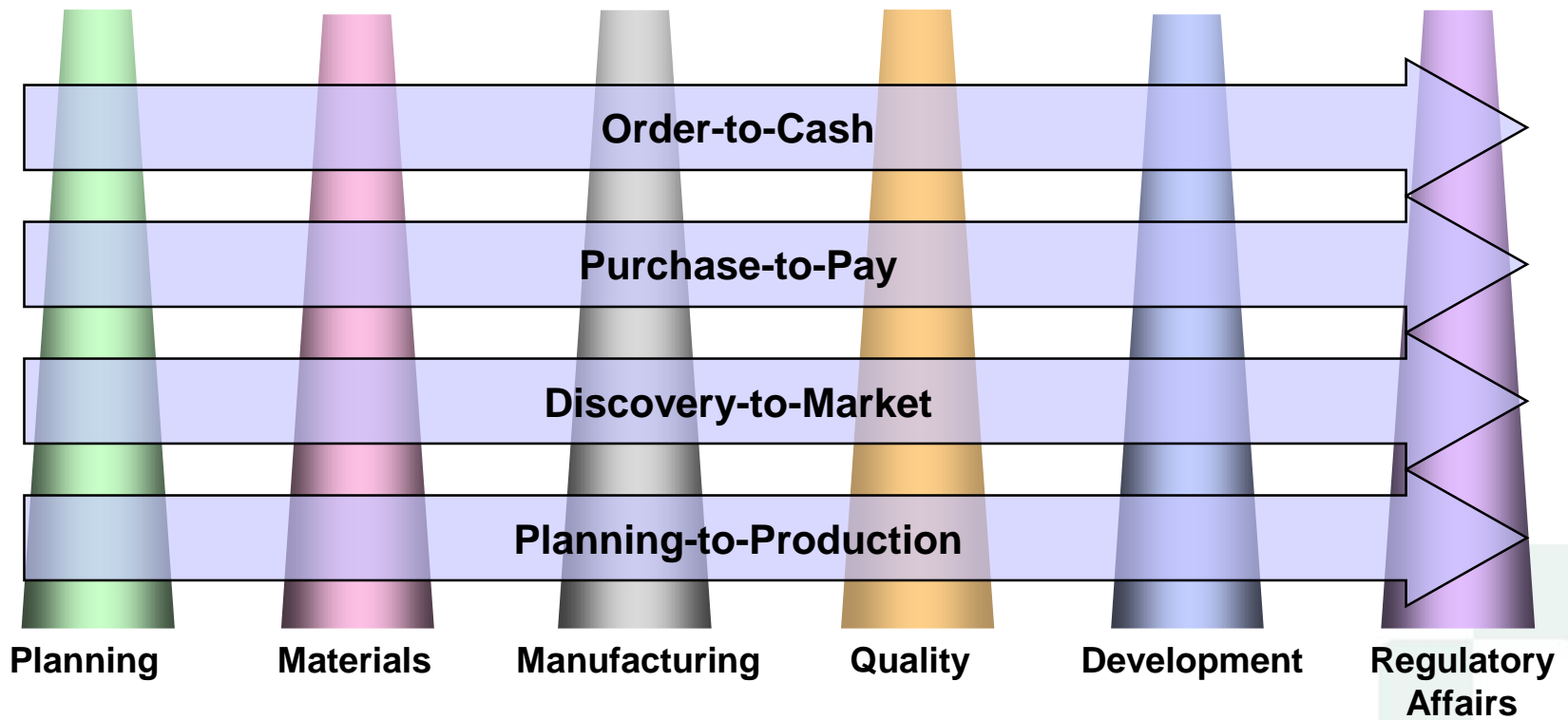
...Commercial business processes cut across functional silos on a day-to-day basis.



Opportunities for improvement often arise at the handoffs, or white space, between functions.

A New View

...By thinking about, and managing the organization as a set of integrated processes, we see it the way work is actually performed.



Aligning Strategy and Execution for Life Sciences

Biopharmaceutical Enterprise Lifecycle



	Pre-Clinical	Emerging	Established	Mature
Strategy Development	<ul style="list-style-type: none"> Portfolio Strategy & Prioritization Real Options Planning Technology Assessment Clinical Enterprise Transformation 	<ul style="list-style-type: none"> Commercial Launch Strategy & Roadmap Patient-Focused Strategies Scenario Planning 	<ul style="list-style-type: none"> Functional Strategies and Realignment Operating Priorities Contingency Planning & Budgeting 	<ul style="list-style-type: none"> Strategy and Organization Alignment Portfolio Analysis Managing Uncertainty Strategic Decision Support
Operations	<ul style="list-style-type: none"> Operations and Supply Services QA/QC & Quality Systems Risk Assessment & Mitigation 	<ul style="list-style-type: none"> Operating Model/ Principles Business Process Design Mfg & Tech Ops Clinical Supply & Quality Execution 	<ul style="list-style-type: none"> Integrated Launch Planning Business Process Optimization Lean/Six Sigma Quality Culture Functional Execution Sales & Ops Planning 	<ul style="list-style-type: none"> Operational Excellence Program Office Cross-Functional PMO Inventory Entitlement Mfg/Quality/SC Chain Optimization Projects Performance Mgt
CMC	<ul style="list-style-type: none"> Analytical Characterization Formulation Devt CRO Oversight & Mgt 	<ul style="list-style-type: none"> CMO Selection, Oversight & Mgt Tech & Method Xfer Process/Product Dev 	<ul style="list-style-type: none"> Testing (CTL) P/PD & Eng CMC Project Management 	<ul style="list-style-type: none"> Product Due Diligence Technology Assessments Project Mgt & Execution
Enterprise Infrastructure	<ul style="list-style-type: none"> IT Strategies Qualified Infrastructure 	<ul style="list-style-type: none"> Organization Design Business (IT) Roadmap 	<ul style="list-style-type: none"> Org Alignment Business (IT) Architecture & Implementation 	<ul style="list-style-type: none"> Organizational Transformation/Change Business/IT Optimization

Ops2data Life Science EcoSystem

Our ecosystem partners bring additional complementary services supporting the commercial transformation:

Comprehensive CMC Services and Solutions

- CMC Program Design and Management
- Process Development Services
- Analytical Methods Development and Validation
- Product Characterization and Stability
- Process Data Verification
- Program and Project Management

Commercial Intelligence

- Primary Commercial Insights
- Launch Analogues
- Competitive Benchmarking and Intelligence

Compliant Managed IT Services

- Audit-Ready Compliant Cloud Hosting
- Qualified and Validated Disaster Recovery and Archiving
- IT Solutions Project Management, 21 CFR Part 11

ERP Implementation and Integration

- User Requirements Definition
- Gross to Net Reporting and Analytics
- Order to Cash, Inventory Management, Manufacturing, HR Processes