

Hi, I'm Andrew DeMarco, the strategic consulting practice manager at SVA Consulting. With promising clinical trials, biotechnology and medical device leaders, like you, need to transition their organizations from clinical development to commercially ready typically in 12 to 24 months. Your leadership team is rightly focused on priorities like maintaining the approval timeline, developing the supply chain, creating the product launch strategy, deploying field teams, and of course, managing investor relations. Unfortunately, you don't have the time, or in some cases, the expertise to build out your business operations and a technical infrastructure from the ground up. That's where we can help. SVA Consulting and our network of life science partners have real-world experience launching new life science companies. We have a deep understanding of the business process and system needs of the commercial, medical affairs, and manufacturing functions. We know how to build a life science business platform with flexibility to anticipate inevitable changes to the business model, like additional products, a merger, or an acquisition. Finally, we recognize funds and resources are limited until you reach profitability. So we created a strategy that accomplishes three objectives. It matches investment and cash outlay with the growth and events in your business. We mitigate for regulatory timeline risks or opportunities. And lastly, the strategy keeps you and your senior leadership forward in the business avoiding unnecessary infrastructure distractions. If you're interested in talking about your need for a corporate build and what we've done for others, please contact me. Thank you.