

Andrew DeMarco: So you know AI, I don't know if you're running into this, but how many people are asking, "What's this SVA Bio-Ops thing?"

AI Swarts: Just about everybody that I've worked with in the past.

Andrew: So what do you tell them?

AI: So I tell them it's a really powerful combination. Not only do you get the expertise and the experience that Bio-Ops brings just being in the industry for as long as I have and other folks that work me at Bio-Ops side, but you get all the expertise and the experience that SVA is bringing to the table.

Andrew: I saw the match immediately. Remember the first meeting we had, after we were reintroduced after working together?

AI: I think you and I just hit it off right away. The chemistry was really good. And I got the sense that the whole company was reflected in your behavior, your chemistry, everything that was going on. It felt really good.

Andrew: I think the chemistry always is the starting point. I think that chemistry and the way we engage, we feel the same thing with clients. We're either gonna have, the chemistry's gonna work and they're gonna understand what we can do for them. Or in some cases, it's not there and that's ok.