

## Sampling of Prior Engagements in Pharmaceuticals & Biotechnology Markets

- ❖ Characterized market conditions and future demand for equipment used by pharmaceutical and biotechnology firms in **combinatorial chemistry** for high-throughput applications.
- ❖ Evaluated the strategies and business plans of a young company offering high-value life science research and **drug development reagents**; suggested methods to improve business growth prospects and provided fundraising support.
- ❖ For a major multinational ethical pharmaceutical firm, identified opportunities in delivering **disease management services** to large, self-insured employers; assessed customer attitudes, devised disease management programs, and projected their financial costs and benefits.
- ❖ Assessed the competitive positions of a target firm and other suppliers of laboratory automation products applicable to **drug discovery** and combinatorial chemistry.
- ❖ For a leading global medical products company, summarized current views held by thought-leading cardiologists on treatment patterns and future therapies applicable to **congestive heart failure**.
- ❖ Surveyed capital spending plans of research-intensive **pharmaceutical companies**.
- ❖ For an investor seeking to evaluate a refinance proposal from a bioscience instrumentation firm, established the firm's market position and assessed the value of the **drug discovery** segment of the firm's business.
- ❖ Developed and authored the commercialization plan for continued development and launch of several small-molecule therapeutic compounds for effective treatment of **obesity**.
- ❖ Supported the preparation of a grant application for development of a universally available optical imaging device for the noninvasive, *in vivo* detection of the quantity of amyloid, the hallmark of **Alzheimer's disease**, in brain tissue of living patients.
- ❖ Conducted market and technology assessments for image-based mechanical analysis and indexing of **vulnerable vascular plaque** for an academic institution; identified available markets, assessed potential partners and competitors, and established commercialization requirements.
- ❖ For a producer of implantable pain management devices, assessed the market positions and likely moves of competitors providing neurostimulators and **drug pumps**.
- ❖ Following a technology assessment, identified specific products and associated marketing partners for a start-up firm intending to develop a unique method of **drug delivery** of large- and small-molecule compounds via oral administration, an approach so far deemed infeasible.
- ❖ For a potential marketing partner, evaluated the competitive positioning and prospective customer acceptability of a new pump for **spinal drug delivery** being developed by a medical-products design firm.
- ❖ Completed a major European and U.S. market research survey for a leading manufacturer of **biopharmaceutical production** tools, encompassing the entire field from primary recovery to sterile filtration of end product.
- ❖ For a laboratory equipment supplier, conducted a due diligence investigation prior to the client's acquisition of a private process-scale **bioprocessing** company, which was successfully concluded.