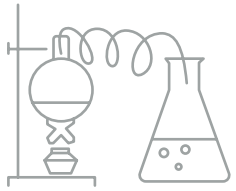
Scaling your biopharma business

Readiness considerations at each phase of your business life cycle

Hover over key considerations to learn more about specific challenges and ways to address them in your biopharma organization.

READINESS CONSIDERATIONS

PRECLINICAL

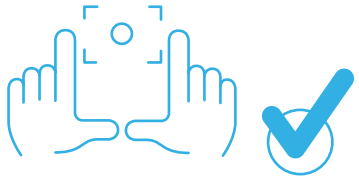


- Human capital
- Compliance
- Cash management
- Accounting, audit and valuation
- Tax planning
- Technology infrastructure
- Outsourcing
- Data security
- Raising capital
- Vendor management

CLINICAL

- Collaboration and licensing
- Timely financial close and financial reporting
- Sourcing and procurement
- Technology strategy
- Scenario planning
- Clinical trial management

PRE-COMMERCIAL



- Sunshine Act
- Forecasting and analysis
- Commercial launch strategy
- Policy and procedure design
- Regulatory
- Go-to-market strategy
- Reporting and KPI design
- Market opportunity development

COMMERCIAL

- Strategic pricing and gross-to-net
- Automation
- Managing compliance
- Lean Six Sigma
- Government pricing and commercial operations
- Product life-cycle management
- Supply chain
- Product transfers

TRANSFORMATIVE EVENTS: Expand your pipeline to plan for an IPO, subsequent launch, acquisition or exit strategy

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