The Biopharmaceutical Consortium

The Biopharmaceutical Consortium is an expert team formed in 1997 to assist life science companies, research groups and emerging enterprises to identify and exploit promising breakthrough technologies, thereby contributing to the discovery and development of new therapeutics, diagnostics and medical devices. Its mission is to support its members' clients in meeting the informational, technical, organizational, strategic, and leadership challenges of the post-genomic era.

Consortium members demonstrate expertise and historical success in:

- Strategic business planning and enterprise growth mechanisms
- Identification of future trends in the life sciences and relevant technologies
- Design of efficient and effective development strategies for early stage biomedical products
- Generation of grants-based seed funding for product feasibility testing
- Assessment of the therapeutic and diagnostic potential of novel science
- Effective licensing and acquisition of technologies and nascent firms
- Business development and partnering
- Corporate capitalization, development and governance
- Competitive assessment
- New-product conceptualization, commercialization and marketing
- Technology management in life science businesses

Clients served by Consortium members include major pharmaceutical and biotechnology companies, emerging life science firms, research and diagnostic products companies, producers of laboratory equipment and supplies, investors and intermediaries, and large professional service firms.

The Consortium combines the advantages of large and small consulting firms: expansive depth and breadth of experience without the training and overhead burdens associated with large, relatively junior staffs. Each engagement is strictly tailored to client needs and executed by one or more established experts in life science management and executive counsel. Capabilities in technology strategy and new-product commercialization distinguish the Consortium from most management consulting firms.

Member consultancies include:

Delphi Services

Dennis E. Vaccaro, Ph.D., President



Delphi Services provides consultation on business, regulatory affairs, and technical issues for companies focused on the life sciences. The firm has particular experience with startups — including both new product lines/divisions within established companies as well as starting new companies. The principals have had extensive experience managing successful and highly

profitable companies. In addition, they have written numerous articles and books analyzing technologies and products in the pharmaceutical arena. The principals have served on the boards of several small companies in active management roles.

Haberman Associates

Allan B. Haberman, Ph.D., Principal



Haberman Associates is a consulting firm specializing in management and assessment of advanced drug discovery technologies and science, especially genomics and proteomics. The firm assists its clients in biotechnology, pharmaceutical, and other life science companies to more effectively utilize their technologies in order to discover and develop new drugs and other life science

products, improve their drug pipelines, gain partners for their drug development and technology projects, develop new applications for their technologies, and enter new markets.

SciGro, Inc.

Betsy Ohlsson-Wilhelm, Ph.D. and Katharine Muirhead, Ph.D.,

Principals



SciGro, Inc., founded in 1996, specializes in services supporting rapid translation of research and preclinical stage technology into viable products for the pharmaceutical, biotechnology, medical diagnostics, and life science industries. Typical clients include investors, founders, CEOs,

CSOs, and licensing, technology development, or business development officers. SciGro principals combine expertise in a broad range of scientific disciplines with senior level biomedical industry and technology transfer experience, bringing both to bear on the challenge of designing and implementing effective development strategies. SciGro services include early stage technology and product management, opportunity and technology assessment, and licensing support. Clients use SciGro to help speed their

transition from research to development, add specialized expertise, and leverage the capabilities of critical personnel while conserving resources and maintaining focused growth.

Slanetz Associates

Alfred E. Slanetz, Ph.D., Principal



Slanetz Associates is focused on business development, finance, strategic planning, and scientific and product planning for the biotechnology industry. Its principals have both a scientific and a commercial background, having served as executive officers of major biotechnology companies in the United States

and in Europe. They have been responsible for multiple public and private equity financings and strategic partnerships with pharmaceutical companies, other biotechnology companies, and universities in the United States, Europe, and Japan. The firm maintains senior level contacts at major institutions worldwide.

Trilogy AssociatesJoseph J. Kalinowski, Principal



Trilogy Associates is a business development and management consulting firm that facilitates business growth through commercialization of new products. Trilogy, founded in 1989, serves clients active in medical, bioscience, and certain industrial markets with a staff of four senior associates, all of whom have experiences combining successful industrial management roles and management/technology consulting accomplishments. Typically operating at the intersection of market acumen and

technology development, Trilogy counsels and directly supports its clients by developing and implementing systematic growth strategies, frequently including the identification and assessment of new product opportunities. Trilogy's industry experience includes drug discovery, laboratory equipment and supplies, analytical instrumentation, medical devices, clinical diagnostics, patient monitoring, informatics, medical imaging, and a variety of industrial components, materials, monitoring, and control products.