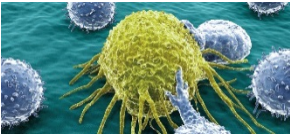


Providing Commercial Diligence for Financial and Strategic Buyers in the Healthcare Sector



Biopharma Diligence

- Evaluated the attractiveness of a major foreign biotech company with two cancer therapeutics for a large biotech client
- Assisted a private equity firm in forecasting the sales of a large specialty pharma portfolio of drugs facing generic competition
- Developed sales forecasts for a drug about to be approved under multiple market scenarios for a major royalty firm
- Conducted a broad screen of potential partners for a client's neurology franchise
- Determined the market potential and relative attractiveness of two marketed biologics for a client interested in expanding from diagnostics into therapy markets
- Evaluated an opioid pain product and the potential for a follow-on anti-abuse formulation for a private equity acquisition
- Performed deep investigations into six CNS areas to evaluate targets based upon their clinical utility and commercial potential



Medtech Diligence

- Profiled and ranked 50+ public and private medical device companies as part of a proactive screen of potential M&A opportunities for a medical supply company
- Identified and pressure-tested the key drivers of a target's revenue projections to assess the likelihood it would achieve its revenue projections in the US, 5EU and Japan
- Forecasted expected outcome of CMS deliberations over a coverage decision for a major product in a target's portfolio
- Screened medical device and supply companies in the US, Japan and Europe to identify potential acquisitions that were affordable and could drive future growth
- Evaluated the sales prospects of a relatively mature single use disposable facing competitive bidding in the near future
- Assisted a large medtech company in evaluating whether its sales force could replace much of a target's sales force while maintaining sales growth



Diagnostics Diligence

- Identified and evaluated bold M&A scenarios as part of a public diagnostic company's corporate strategic plan
- Assessed partnering opportunities for a start-up company with a novel diagnostic device to improve certain GYN exams
- Performed US and international market diligence of a neurologic and gastrointestinal diagnostic company for a private equity investor
- Assisted a private equity client in determining the outlook for a target company in the hospital point-of-care (POC) space
- Evaluated the growth prospects of a reference lab-based cholesterol biomarker
- For a mid-sized strategic buyer, conducted due diligence on an optical diagnostic platform, including the likelihood of continued sales growth in light of imminent reimbursement changes



HC Services and HIT Diligence

- Evaluated the acquisition of a start-up software company offering a best-of-breed software system designed to help hospitals meet meaningful use criteria
- Evaluated five acquisition candidates for a major med-surg supplies distributor and quantified potential synergies
- Assisted a major LBO firm in its evaluation of pharmaceutical outsourcing markets (CROs and CSOs) to better evaluate a target company's market position
- For a private equity client, investigated the attractiveness of a "roll-up" in medical device contract manufacturing
- Conducted a thorough screen of acquisition opportunities in the computer-aided detection space to help a client grow and diversify its business
- Assessed the logic of, and synergies for, a merger of a large occupational health provider with a large retail pharmacy chain