

## Supporting Growth of small and mid-sized life sciences companies



### How we support you

Deloitte has developed a specific offering to fit your challenges and needs at each step of your growth journey



#### Pre-revenue

- We help you build a **compelling value proposition**, so your products align with **market needs** and meet **regulatory standards**
- We assess and help you implement **foundational IT infrastructure** balancing performance, security, and scalability
- We ensure **Tech Readiness** by implementing **scalable IT solutions** and **ERP** systems



#### Commercial

- We support you in the design and implementation of **operational blueprints** to establish key **capabilities** and partnerships
- We help to identify **market opportunities**, refine **portfolio strategies** and **design commercial & operating models**
- We design and deploy **Tech foundation** that accelerates decision-making



#### Scaling

- We identify **cost saving opportunities** and **streamline processes** to improve **operational efficiencies** across initiatives
- We design a **technology architecture** and **operating model** tailored to scalable, global business
- We help **modernise legacy systems**, leverage **innovative technologies**, and **rationalise IT investments**

# Our tailored offering



## Strategy, Transactions & Value Chain

Enable you to grow and transform your enterprise

- ✓ Organic & inorganic growth
- ✓ TOM design, Supply Chain & Manufacturing
- ✓ Fundraising, IPO-readiness
- ✓ R&D tax credit, global tax compliance
- ✓ Diligence, Integrations, Divestitures, Restructuring
- ✓ Talent acquisition, HR, Change
- ✓ Legal, Cyber, Regulatory & Compliance, IP



## Digital, Data & AI Enterprise

Enable the digital Biotech / Medtech of the future

- ✓ Foundational IT
- ✓ IT outsourcing strategy
- ✓ IT Operating Model
- ✓ Digital Transformation
- ✓ Enterprise Resource Planning (ERP)
- ✓ Enterprise Apps: CRM, MES, etc.
- ✓ AI / GenAI
- ✓ Cloud Services
- ✓ Business Resilience (Cyber & SCE)



## Outsourcing

Focus on core competencies

- ✓ Foundry Services
- ✓ Application Managed services (I-2-O)
- ✓ Cyber Services
- ✓ Business Process Ops



## Commercial

Build competitive commercial stage organizations

- ✓ Biotech in a Box
- ✓ Product launch plan
- ✓ Commercial & marketing strategy
- ✓ Commercial Model Design
- ✓ Commercial operations & analytics
- ✓ Marketing Services
- ✓ Commercial Operations & CRM
- ✓ Commercial Technology & Analytics

## Explore our thinking



[The Future of Health in Europe \(2024\)](#)



[M&A activity of Swiss SMEs \(2024\)](#)



[Is GenAI changing the game for medtech?](#)



[Workflow Automation Outlook \(2025\)](#)



[Measuring the return from pharmaceutical innovation 2025](#)

## Get in touch



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