

Conducta

Management - Business Consulting

Pharmaceutical
Small & Large Molecules

Biotechnology
Cell & Gene Therapy

Life Sciences
OEM, CDMOs

- **Business Operations**
 - Growth Strategies
 - Network Expansion
 - Business Alignment
- **Change Management**
 - Large Project Leadership, PMO
 - Post-Merger Integrations
 - Business Coaching
- **Strategic Alliances and Partnerships**
 - Assessment / Selection / Design
 - Operational Due Diligence
 - Launch, Onboarding

Cell & Gene Therapy

Case Studies - Projects

Business Operations

- Design and deploy PMO structure incl. agile set-up for 30+ projects in top-10 pharma
- Design E2E supply chain business operations to commercialize Cell & Gene Therapy assets
- Strategy alignment for manufacturing network 3-year roadmap (internal & external)
- Business Process Mapping of all dept. in a Biotech start-up (patient & drug journey)

Change Management

- Transfer Cell Therapy Launch Readiness Assessment from Big-3 consultancy to internal customer teams & cross-functional workstreams (clinical, regulatory, commercial, IT, finance)
- PMO adaption and deployment for technical commercial launches
- Objectives alignment between Commercial, Medical, Market Access and Operational functions
- Individual business coaching/sounding board at Assoc. Dir. to VP-level

Strategic Alliances & Partnerships

- Relationship Design: Governance structure, Communication Path, Escalation Plan, Risk Management for CAR-T Biotech & Global Logistics Supplier
- Onboarding of single-source CDMO manufacturing supplier
- Assessment, Evaluation and Launch of big-pharma & CDMO alliance

Further Biotech areas

Hands-On Experience

Business Operations

- Business Leader for two cGMP sites in Europe with > 200 FTEs
- Business Owner: Go-To-Market Strategy, CapEx, OpEx and S&OP
- Facility Expansion Sponsor (cGMP, cGDP): Ambient, Cold, -20°C, -85°C
- Digitization in cGMP operations: paperless batch records and inventory management

Change Management

- Target Operating Model: Global harmonization of Project Management & Supply Chain roles (> 400 FTEs) incl. job descriptions, assessments and customer-facing processes
- M&A: Integration of acquired Clinical Services company, onboarding of employees
- Deploy GEMBA boards & governance across multi-site Business Unit and Sales Operations
- From Make-To-Stock to Make-To-Order in a just-in-time clinical environment

Strategic Alliances & Partnerships

- Full Make vs. Buy analysis for top-5 pharmaceutical after clinical portfolio acquisition
- Global Relationship Lead for >100 USD/a business
- Manufacturing assets transfer and shut-down of plant
- EU lead of joint-venture, operational due diligence assessments

Personal Engagement

Contact



**“Helping companies to develop their
Cell & Gene Operations
with a people focused
change management approach”**

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