

## Company Profile

Converge Consulting is a business consulting firm exclusively serving the life sciences industry. We focus on helping clients achieve important business objectives by bridging the gap between sound strategy and reliable execution. Clients benefit from the experience and capabilities of our practitioners, direct interaction with our senior team, our commitment to delivering superior service and exceeding our clients' expectations.

### Reliable Execution

Biopharmaceutical firms are faced with an array of challenges as they commercialize their drug discoveries. Daunting technical challenges, complex and evolving regulatory requirements, and the need to invest significant capital before the success of a drug is in-hand dramatically raise the level of internal risk. Adding to the challenge is the inherently multidisciplinary array of skills required to commercialize biopharmaceuticals.

For many advanced therapies, variability in operations and performance can hinder the ability to bring product to market.

Biopharmaceutical firms face constraints in critical production capacity, skilled resources and financial capital, all of which can have a great impact on compliance and limit the company's ability to capitalize on commercial opportunities.

Successful development, launch, and sustainable supply depend upon bridging knowledge and skills across corporate functions. Groups as varied as Process Development, Quality, Manufacturing, Materials Sourcing, Marketing, and Finance must work together as a team. We work with your organization to design and manage critical processes the way work is actually performed – across traditional functional boundaries, and across the supply network.

### Sustainable Growth

Converge is dedicated to helping clients turn business strategies into effective operational processes. While you focus on your core

capabilities of scientific and technical excellence, we can help you develop and implement effective strategies and methods to bring product to market, ensure supply, maintain compliance, scale the business, and accelerate growth.

Additionally, the effective management of operations over and above GMP requirements, in areas such as Manufacturing (CMC), Supply Planning, Materials Management, Tech Transfer and Change Control is crucial to meeting milestones and ensuring quality. These techniques can also increase organizational flexibility, and support a collaborative culture that allows your organization to scale.

### Business Value

It is not so much the quality of your strategies but rather your execution that ultimately generates value. The key is to ensure that operations stay tightly aligned with your business strategies, even as those strategies continue to evolve. We keep your team focused on managing and improving execution over time in areas that are crucial to the achievement of those strategies. A focus on Operational Excellence builds value by enhancing your ability to execute, enabling you to compete more quickly, ensuring agility in the face of uncertainty, and ultimately accelerating both revenue and profitability.

### Our Services

Our team of experienced practitioners work either independently or in a collaborative role guiding our clients in areas including:

- Technical Operations Strategies
- Product and Process Development
- Product Supply Infrastructure and Management
- Commercial Launch Planning & Support
- Operational Excellence and Business Process Management
- Risk Management for Operations and Supply
- Project and Program Management