

# HLS Transformation Partners

Capability Brief  
May 2019



# About HLS Transformation Partners – Vision, Mission and Difference



## Vision

A company of uber talented, engaged and motivated professionals focused on accelerating the enhancement of life

## Mission

Create a workplace that is joyous, inclusive and motivating where people can find meaningful challenges and are inspired to help our clients enhance life.

Take our clients from business strategy to operational outcomes. Provide expertise that you would expect from the best strategy, operations and technology firms with the agility and cost efficiency of smaller companies.

## Our Difference

Operate in an open source manner bringing our network of partners to work together in a highly collaborative and integrated manner. This enables us to be agile, cost efficient and provide highly skilled strategy, industry, operations and technical resources

# About HLS Transformation Partners – Ecosystem of Partners



HLS Transformation Partners' relies on an ecosystem of trusted partners. Most of our partners we have worked with for years and have a leadership bond of trust and collaboration. Our partnership network allows us to provide an accountable service that one would expect from the best strategy, operations and technology firms while maintaining the agility and cost efficiency of a smaller company.



# About HLS Transformation Partners - Leadership



## H&LS Industry Experience

- ◆ Pharmaceutical Health
- ◆ Biotech, ◆ Software
- ◆ Med Device ◆ Services
- ◆ Med. ◆ PBM
- ◆ Technology ◆ Provider
- ◆ Pharmacy
- ◆ Distribution
- ◆ Laboratories
- ◆ Consumer

## EDUCATION

- ◆ BS Mechanical Engineering - US Naval Academy
- ◆ MBA, Syracuse University
- ◆ Masters Manuf. Eng. Northwestern Univ.

## Ed's core experience and skills include:

- ◆ Digital Strategy and Enablement
- ◆ Operations Improvement and Strategic Cost Take out.
- ◆ Patient Experience and connected health
- ◆ Complex program management
- ◆ M&A – Due Diligence, PMI, Investment thesis attainment and Carve out.
- ◆ Advanced analytics, machine learning and AI

## Leadership Positions (Current):

- ◆ H&LS Transformation Partners Managing Partner and CEO (Startup Consulting Company)
- ◆ Executive Advisory to AIRO (Artificial Intelligence and Robotic Process Automation Company)

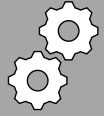
## Leadership Positions (Past):

- ◆ National Life Sciences Industry Lead (West Monroe Partners) – Portfolio of over 20 Clients doing 24mil of management consulting.
- ◆ North American Strategy, Analytics and Transformation Lead (IBM GBS) – Portfolio of over 10 clients focused on advanced analytics, operating model transformation and large complex program management
- ◆ North American Life sciences Supply Chain lead and Mid-West Management Consulting lead (Accenture)

## Other Relevant Industry Activity:

- ◆ Executive Editor and Senior Industry Advisor for Distilled Info's H&LS M&A newsletter covering perspectives and weekly Activity
- ◆ Executive editor and Senior Industry Advisor for Distilled Info's Life Sciences Digital CIO
- ◆ Matter Healthcare Executive Mentor – Help early stage healthcare startup with their business strategies and executive presentations.

# Our Services



**Mergers and Acquisitions**



**Customer Experience and  
Connected Health**



**Digital Strategy and Enablement**



**Analytics Transformation**

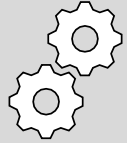


**Operations Excellence and  
Supply Chain**



**Managed PMO Services  
and Staff Support**





# Mergers and Acquisitions



HLS Transformation Partners has supported Merger & Acquisition work across all subsegment of H&LS including pharmaceutical, biotechnology, medical device, medical technology, laboratories, CRO's, Generic and consumer health, providers, payors, pharmacy and specialty pharmacy, distribution and specialty distribution companies. Our offerings include:

- Sell Side Readiness
- Due Diligence (commercial, operations and technology}
- Merger Integration and Carve out
- Investment thesis realization and synergy benefit attainment
- Valuation and Growth Strategy

Csae Study	Description
2019 Due Diligence – over 30 companies	Conducted IT due diligence for over 30 companies spanning pharmaceutical, Distribution, pharmacy, generic, software, services, CRO, Laboratory Services and consumer health companies
Large Pharmaceutical Divestiture	Program managed the divestiture of large distribution of global pharmaceutical company. Included architecting, managing and implementing new business systems for newco.
Large Med Device, Cons. health and Pharmaco	Conducted strategy and assessment for divested company to expedite getting off TSA's and positioning operations for future needs. Resulted in implementing new supply chain planning system.
Large Pharmco	IT PMO for large integration of global pharmaceutical company



# Commercial Transformation and Connected Health



HLS Transformation Partners has supported patient experience and connected health initiatives across all subsegments of the H&LS value chain. Our offerings include:

- Commercial Transformation:
  - Operating Model Optimization
  - Product Lifecycle Management & Growth Strategy
  - Commercial analytics and visualization
- CX and Connected Health
  - CX strategy and technology enablement
  - Ideation and research
  - Customer experience journey mapping

Csae Study	Description
Large Pharma Co	Key member of executive providing project management service to the client for the commercial analytics team. Our role is to create KPI for each of their drug franchises.
Large Generic Co	Developed new commercial N.A. operating model. This included creation of COE's and shared services across the US operating team
Med Device Co	From idea to solution architecture designed a new connected health platform for the cardiac device maker. The solution involved the patient, provider and the device manufacturer.
Large Global Pharmacy	Developed design for new clinical decisioning screen to support the pharmacist and medical technicians ability operate more efficiently and identify and close care gaps.



# Digital Strategy and Enablement

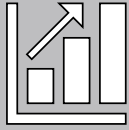


HLS Transformation Partners brings a mix of operations improvement and customer experience to our digital enablement discipline to effectively create Partners “outside in” and “inside out” digital strategy. Our offerings include:

- Digital Storm (quick hit digital enablement strategy)
- Digital Strategy and Transformation
- Digital benchmarking

Csae Study	Description
Large Drug distribution company	Led digital strategy work for large distribution and wholesale company. It resulted in developing new customer experience and solution that required digitally enabling internal operations.
Mid Size Med Technology Company	Assessed customer experience across equipment installation and revenue recognition processes. The solution resulted in a solution architecture that reengineered and digitally enabled internal processes
Large Pharma Company	Developed digitally enabled commercial marketing strategy. This strategy included new connected health, analytics and organization design.
Large Generics Company	Developed new digitally enabled HR team. The transformation included self-service, compensation, services and employee review.



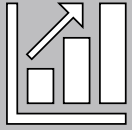


# Analytics Transformation and Enablement



HLS Transformation Partners' Analytics Transformation offering brings a range of capabilities covering strategy, data, visualization, analytics, machine learning and AI.

- Enterprise Analytics Assessment, strategy and transformation roadmap (includes xx dimensions)
- Data Enablement
  - Data architecture and design
  - Master data management
  - Data integration and transformation
- Commercial analytics
  - KPI's
  - Segmentation
  - Disease modeling
  - Market Access
  - Cost to Serve
  - Marketing Optimization
  - Real World Evidence
- Supply Chain and Operations Analytics
  - Network Optimization
  - Plant rationalization
  - KPI's
- R&D Analytics
  - Real World Evidence
  - Custom analytics
- General Capabilities
  - Visualization
  - Machine Learning
  - Artificial Intelligence



# Analytics Transformation and Enablement



Csae Study	Description
Large Pharma Co	Part of executive team that managed the analytics and KPI work for the client commercial We currently have 4 resources managing KPI and dashboarding for each drug franchise
Large Pharma Co	Developed design and strategy for clients new commercial analytics organization
Large pharma, med tech and Cons. Health Co	Developed solution and implemented centralize operations information store that included KPI's, reports and ability to have custom queries.
Large Pharma Co	Analytics strategy assessment, solution and roadmap
Large Hospital System	Developed first of a kind cognitive scribe. Developed strategy, business case and solution for using cognitive capabilities to listen to the doctor patient conversation and provide diagnostic assist, create the SOAP note and automate billing.
Large Drug Franchise	Led team that created custom analytics solution to determine what approaches drug company could take to maximize protocol adherence
Large Drug Franchise	Analyze disease model for new drug indication. Analyzed medical record. Environmental data, and claims data to understand opportunities for earlier prescribing and physician education



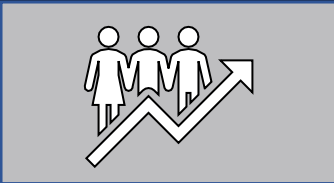
# Operations Excellence and Supply Chain



HLS Transformation Partners' Analytics Transformation includes operations excellence offerings across the enterprise.

- LSS and Kaizen
- Benchmarking, assessment and roadmap
- Finance transformation
- Supply chain and operations transformation
- Lean Lab
- White Collar Lean
- Commercial Operations Improvement
- Shared services and outsourcing

Csae Study	Description
Large Pharma Co	European Logistics consolidation. Conducted network strategy and reduced European footprint from 21 to 3 locations
Large National Lab	Assessed overall PMO capabilities and implemented processes and procedures. Also supplied a dedicated set of resources to manage the program roadmap and multiple sub-teams.
Large Pharma Co	Global F&A and FPA operating model change and process standardization, simplification and automation
Large Pharma Co	Global S&OP capability implementation
Large Consumer health	Conducted global inventory optimization analysis. Defined stocking levels at all points in the supply chain to minimize inventory holding to achieve a the desired service levels



# Managed Services and Staff Support



HLS Transformation Partners' offers managed services and staff support. Analytics Transformation includes operations excellence offerings across the enterprise.

- Complex program and project management
- Product Life Cycle Management
- Medical Affairs
- Analytics Support
- Regulatory SME's
- Application Support and other technical domains

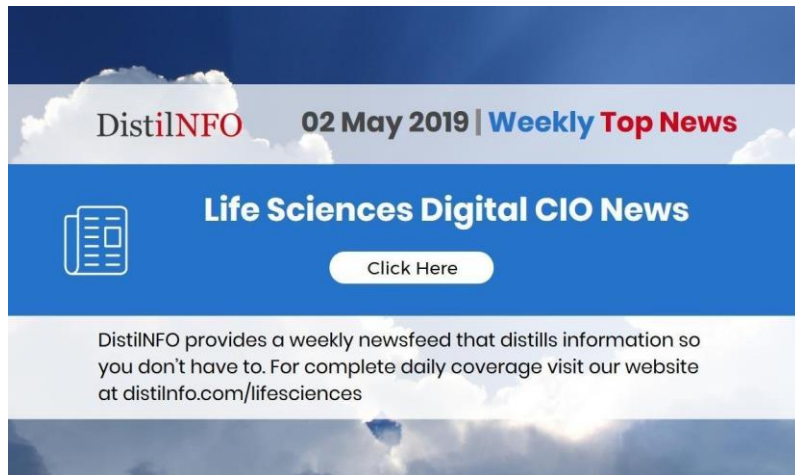
Csae Study	Description
Large Pharma Co	Key member of executive providing services to the client account for current PMO as a service. Worked with team to create a high value service for AbbVie that led to over 25 project managers.
Large National Lab	Assessed overall PMO capabilities and implemented processes and procedures. Also supplied a dedicated set of resources to manage the program roadmap and multiple sub-teams.
Mid Size Generics Manufacturer	Managed a program consisting of ERP, HRIS and shared services program. Programed managed approximately 30 resources for this account.
Large Pharmaceutical Company	Managed a program that included large ERP, analytics COE, HRIS and animal health divestiture. PMO approximately 35 resources for this account.

# Insights – Weekly Newsletter



Ed is the executive editor and senior industry advisor for the Digital CIO and Life Sciences M&A newsletters. His roll enables him to stay at the leading edge of healthcare transformation.

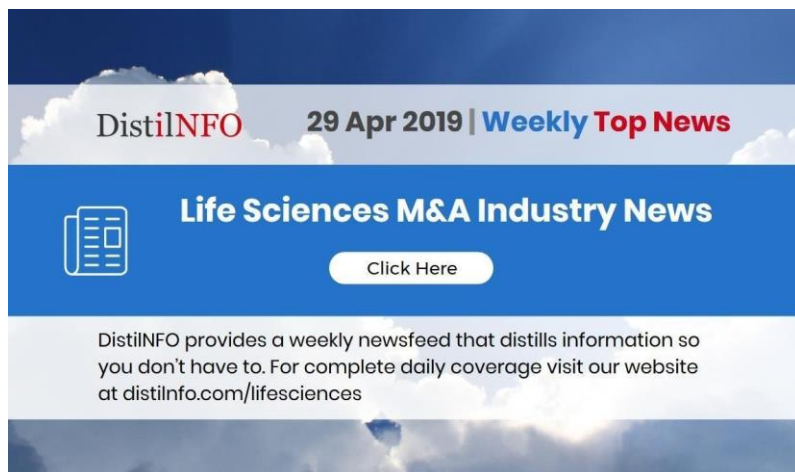
**Digital CIO newsletter** has over 40,000 subscribers and covers a wide range of digital innovation including AI, Blockchain, Connected Health, Analytics, telemedicine, Connected Device and much more.



**Life Sciences Digital CIO (Weekly)**

[Sample Newsletter](#) | [Website](#)

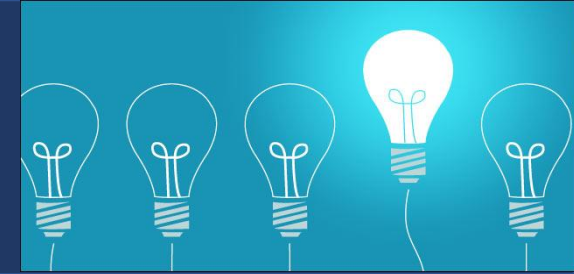
**Life Sciences M&A newsletter** has over 30,000 subscribers and is the most complete accounting of the weeks Health and Life Sciences M&A transactions. The site also covers interesting M&A perspectives from current week.



**Life Sciences M&A (Weekly)**

[Sample Newsletter](#) | [Website](#)

# Insights - Media and Publications



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**Managed  
Healthcare**<sup>®</sup>  
EXECUTIVE

**“10 Ways Health Execs Can Improve Organizational Productivity” - Ed Francis weighs in**  
[https://www.managedhealthcareexecutive.com/executive-insight/10-ways-health-execs-can-improve-organizational-productivity?utm\\_source=bambu&utm\\_medium=social&utm\\_campaign=advocacy](https://www.managedhealthcareexecutive.com/executive-insight/10-ways-health-execs-can-improve-organizational-productivity?utm_source=bambu&utm_medium=social&utm_campaign=advocacy)



**Drug Pricing Reform Includes a Focus on Patents: Here’s How Pharma Can Prepare by Ed Francis**  
[https://www.westmonroepartners.com/Insights/Newsletters/Drug-Pricing-Reform-Focus-on-Patients?utm\\_source=bambu&utm\\_medium=social&utm\\_campaign=advocacy](https://www.westmonroepartners.com/Insights/Newsletters/Drug-Pricing-Reform-Focus-on-Patients?utm_source=bambu&utm_medium=social&utm_campaign=advocacy)

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EXECUTIVE

**“Trump’s Top Focus Areas in Fight to Lower Drug Prices : Page 2 of 2” – Ed Francis weighs in**  
[https://www.managedhealthcareexecutive.com/pharma-forecast-report/trumps-top-focus-areas-fight-lower-drug-prices/page/0/1?utm\\_source=bambu&utm\\_medium=social&utm\\_campaign=advocacy](https://www.managedhealthcareexecutive.com/pharma-forecast-report/trumps-top-focus-areas-fight-lower-drug-prices/page/0/1?utm_source=bambu&utm_medium=social&utm_campaign=advocacy)



**“Amazon seeks Seattle-based benefits expert to work with Boston health care venture” – Ed Francis Weighs in.**

[https://www.managedhealthcareexecutive.com/pharma-forecast-report/trumps-top-focus-areas-fight-lower-drug-prices/page/0/1?utm\\_source=bambu&utm\\_medium=social&utm\\_campaign=advocacy](https://www.managedhealthcareexecutive.com/pharma-forecast-report/trumps-top-focus-areas-fight-lower-drug-prices/page/0/1?utm_source=bambu&utm_medium=social&utm_campaign=advocacy)



**The 4 Market Forces Transforming Drug Pricing by Ed Francis**

[https://www.westmonroepartners.com/Insights/White-Papers/4-Market-Forces-Transforming-Drug-Pricing?utm\\_source=bambu&utm\\_medium=social&utm\\_campaign=advocacy](https://www.westmonroepartners.com/Insights/White-Papers/4-Market-Forces-Transforming-Drug-Pricing?utm_source=bambu&utm_medium=social&utm_campaign=advocacy)



**“Do Drug Discounts Contribute to Rising Prices?” Ed Francis weighs in.**

[https://www.managedhealthcareexecutive.com/mhe-articles/do-drug-discounts-contribute-rising-prices?utm\\_source=bambu&utm\\_medium=social&utm\\_campaign=advocacy](https://www.managedhealthcareexecutive.com/mhe-articles/do-drug-discounts-contribute-rising-prices?utm_source=bambu&utm_medium=social&utm_campaign=advocacy)

# Insights - Media and Publications



## **RESHAPING HEALTHCARE M&A HOW COMPETITION AND TECHNOLOGY ARE CHANGING THE GAME – Ed Francis Contributing**

<https://www.westmonroepartners.com/Insights/White-Papers/Healthcare-MA-Survey>



## **Trump Speaks on Reforming Drug Pricing – Now What? Article by Ed Francis**

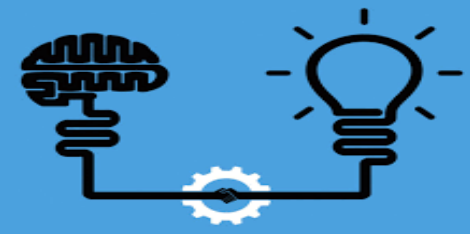
<https://www.westmonroepartners.com/Insights/Newsletters/Trump-Speaks-Drug-Pricing>



**GDPR is now Law. Does it apply to You? If so, are you compliant? If not, West Monroe Partners Can Help.” Authored by Ed Francis and others. Available upon request.**



## Executive Mentor at Matter Healthcare – Chicago based healthcare Incubator



Ed is an executive mentor to startups at Matter Healthcare. In his current role he volunteers his time to help startup companies i) develop business strategies and operational plans, ii) Develop their pitch for potential investors and iii) network with life sciences companies. Ed was quoted as “I get great joy and energy from helping the talented teams at Matter Healthcare – in reality, I believe I receive far more than I give”

