

Problem Identification

When confronted with a spinoff and tight deadlines, a \$40 billion global pharmaceutical company engaged EG Life Sciences to oversee the global integration of affiliates in 110 different countries. A Big Four consulting firm recommended a team of over a dozen people; we suggested two.

HIGHLIGHTED RESULTS

- EG Life Sciences consultants saved the client \$5 million and avoided stiff tax penalties by completing the initiative on time.

Nature and Scope of Challenge

Inevitably, complex life sciences organizations encounter the same challenge: managing programs and projects so team members work with their heads up, focused on the road ahead instead of the immediate tasks in their silo. The challenge is often a lack of the right in-house talent for the job, producing alignment across team members or identifying the strategic drivers to hasten completion of critically important programs and projects.

Our vast network of consultants manages the largest, most important programs and projects by the world's top pharmaceutical, biotech, and medical device companies. Partner with us to receive seasoned experience, insight, and skill from consultants who hit the ground running, and to achieve measurable success. Dedicated to clear, open communication that produces clarity, focus, and alignment – whether in clinical, research and development, or management of projects – we drive value. We become your trusted advisors, offering clear solutions to complex challenges, and help you achieve amazing things.

Problem Resolution

EG Life Sciences' two-member team - a single, highly experienced consultant and one analyst - finished the job in 18 months, overcoming language and cultural barriers at the affiliate level, to save the company \$5 million and avoid a potential stiff tax penalty if the integration was not completed on time. The EG Life Sciences project manager was named the company's top performer by the partner's Chief Financial Officer.

In a related initiative, another fast-growing pharmaceutical company partnered with EG Life Sciences for three years to repatriate clinical research from an external research organization. Immediately following a merger, the company identified an additional multiyear project, which required a personally curated cadre of 35 process consultants, subject matter experts, and specialized project leaders. This project team helped integrate the merged companies' people, processes, clinical studies, and data into a single, combined \$20 billion company.

Similarly, the Securities and Exchange Commission (SEC) mandated that a major pharmaceutical firm spun off by its parent company become a stand-alone entity within two years. The company's consulting partner at the time could not amass the skilled people needed to meet all the demanding, complex requirements by the SEC deadline. EG Life Sciences swiftly provided 78 program managers and subject matter experts who, over two years, assisted with virtually every element of the spin-off in 150 separate engagements – recommending two candidates for every position, with a 99 percent success rate in providing the needed expertise.

Value Proposition

Since the spinoff, two dozen EG Life Sciences consultants have remained in critical divisions throughout the global organization, including specialized projects, business processes and subject matter expertise in everything from budgeting and clinical documentation to audit preparation.

