



P31 CONSULTING

WWW.P31-CONSULTING.COM

PROVIDING INDUSTRY PERSPECTIVE TO IMPROVE PERFORMANCE

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P31 Consulting is lead by the unified knowledge and skills of two professionals in the pharmaceutical industry with a combined 30 years of experience. Our experience spans the industry from Phase I clinical trials to the sunset of pharmaceuticals. Our leaders have:

- Lead teams in sales, marketing, and customer service
- Matrix management experience
- Been successfully employed by 2 of the top 5 international pharmaceutical companies
- Successfully launched and/or sold more than 10 "billion dollar" pharmaceuticals
- Worked for the top pharmaceutical market research company in the world
- Been recognized through numerous awards for outstanding individual and team performance

While our experience is broad and transferable, our specialties lie in specific therapeutic and business arenas. These include:

Therapeutic Areas

Cardiovascular
Gastroenterology
Analgesics (Oral)

Business Areas

Sales & Marketing
Marketing Research
Corporate Mergers/Transitions
Sample Accountability
Training and Development
Business Development
Custom Application Development

With our knowledge, we have provided direction and focus to small and large biotech and pharmaceutical companies with challenging problems. In addition, we have conducted research that delivered recommendations to companies with critical competitive issues for future product planning and customer needs and knowledge assessment.

How are we different?

Not After the Deep Pockets

We do not seek to assist only the "best", "top" or "leading" companies. Our goal is to assist ALL clients in pharmaceuticals and life sciences that will benefit from our skills, knowledge and experience.

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Experience, not Theory

We have been the client, JUST LIKE YOU! We will help you based on our successful, proven experience, not theory. Our skills and knowledge are based on our "living the life" experiences. We know the regulatory, financial, and marketplace challenges you face everyday. We want to help you develop effective, profitable solutions while working within the regulatory boundaries that many of these challenges can present.

Customer Focused and Flexible

Our focus is working along side you to develop and execute successful plans to achieve your individual and corporate goals. We always ensure that our solutions are consistent with your company's culture as well as departmental and corporate objectives. Our breadth of experience allows us to take a global view of a situation, or drill into the finer details. We understand that our agility and flexibility are keys to your success.

What can we do for you?

- ⊙ Strategic Planning
- ⊙ Process Improvements
- ⊙ Knowledge Management
- ⊙ Enhance sales organization, team or individual performance
- ⊙ Conduct Marketing Research projects
- ⊙ Assist with Merger/Transition plans and implementation
- ⊙ Develop Work Flow Process Designs and Process Improvement Plans
- ⊙ Program and project management (technical and non-technical)
- ⊙ Conduct data analyses