



SERAPHIM

LIFE SCIENCES CONSULTING LLC

OUTSOURCE CONSULTING & MANAGEMENT SERVICES

Seraphim provides a new approach to life sciences outsourcing services. Founded by industry professionals, Seraphim's cross-discipline teams quickly deliver comprehensive, results-oriented services focusing on specific decision points, meaningful benchmarks and actionable plans. We integrate technical and business know-how with a genuine appreciation for the practical considerations of resource limitations and competitive demands. Our expertise covers the full scope of outsourcing in the global life sciences industry, including:

Manufacturing, Laboratory &
Process Development
Preclinical & Clinical Testing,
including CRO & Site Management
Regulatory, Operations & Other Services

We provide a complete spectrum of outsourcing support services including:

- ❖ Outsourcing Strategy & Planning
- ❖ RFP/Contract Development and Assessment
- ❖ Contract Negotiation & Management
- ❖ Vendor Sourcing Qualification, Selection & Auditing
- ❖ Project Management
- ❖ Crisis Intervention & Dispute Resolution
- ❖ Training
- ❖ On-Site/Field Staffing

Comprehensively Simple We apply a few simple principles in our work: (i) Understand the big picture; (ii) Check the details; (iii) Verify critical assumptions; and (iv) Tie it all together. These principles were honed over years of industry experience. We tell you what you want to know directly, and we do it quickly and cost-effectively. We illuminate solutions, risks and value. If requested, we can direct or help implement execution of our recommendations.

In all matters, our clients trust Seraphim's professionalism, judgment and discretion. Where needed, we can be powerful advocates, trusted advisors, impartial mediators, and effective implementers.

*"All truth, in the long run, is only
common sense clarified."
...Thomas Henry Huxley*

Outsourcing Consulting & Management Services

OUTSOURCING STRATEGY & PLANNING: Our tightly integrated regulatory, technical, operational and business experience drives sourcing strategies of exceptional efficiency, clarity, speed and robustness. Because we can appreciate complex interactions, we anticipate and avoid outsourcing pitfalls. Whether it is early stage long range planning or late stage go-to-market planning, Seraphim will lead you to on-time and on-budget goal achievement.

VENDOR SOURCING, QUALIFICATION, SELECTION & AUDITING: We maintain an extensive insight into full spectrum of vendors in nearly every service category and location. We bring years of experience rapidly matching client needs to vendors with demonstrated capability, capacity and performance. Our auditors provide the efficient and thorough assessments needed for selecting the right vendor and keeping them on-track.

RFP/CONTRACT DEVELOPMENT & ASSESSMENT: We have extensive experience in successfully planning, drafting, editing and assessing the full range of technical and other outsourcing documents:

RFQ, RFP, RFI Drafting & Response Assessment

Designing & Assessing Performance & Budget Metrics

Contract & Quality Agreement Negotiation

Technology Transfer & Operating Procedures

CONTRACT NEGOTIATION & MANAGEMENT: Negotiating robust, practical, time and cost-effective agreements is a Seraphim specialty. We stand ready to manage outsource relationships to ensure that vendors meet all contract requirements and expectations. Our Outsourcing Services group can quickly source and efficiently manage the CRO/CMO services needed for any program.

PROJECT MANAGEMENT: Managing vendor and client teams can be a daunting task. If your team is overwhelmed, Seraphim Project Manager support can provide needed knowledge, experience, resources and objectivity. We provide rapid access to a range of project management and collaboration tools that enable smooth project execution, relationship communication, and real-time insight.

CRISIS INTERVENTION & RESOLUTION: When crisis looms, whether a crash deadline, project emergency, client-vendor dispute, or FDA compliance event, we jump into action with calm and objective expertise. Our experts know how to solve problems quickly, effectively and fairly. We can show you how to achieve rapid closure to the toughest problems before they escalate to disasters and litigation.

TRAINING: Seraphim's standard and customized training programs focus on your needs. Our training programs provide your staff with the knowledge and skills needed for successful outsourcing. Our training curriculum spans technical, regulatory, financial and

other disciplines. We can couple in-house training with ongoing consulting to quickly address immediate needs, with real-time feedback and follow-up, while eliminating travel and time off-site.

PROFESSIONAL STAFFING: We understand finding the right people for critical positions is very hard. Our experts can work on-site or in the field to immediately fill your staffing gaps, including manufacturing, regulatory, clinical, project management tasks for short or long assignments. We can help you find, assess and train new hires, so you can build the right team.

The Seraphim Team

Our experts have proven track record in outsourcing strategy and management. We bring the rare ability to integrate understanding of board level business objectives with technician level execution. Our experts have direct operating experience with every phase of product and company development. A list of consultants and their resumes are available upon request.

The Seraphim Network – All the Issues, Worldwide

No one has all the answers. We bring the right experience to every project by drawing upon the skills of a wide range of highly trusted collaborators. We stake our reputation on giving the best answer, every time by asking the right questions and knowing who can provide the right answers. Our consultants are skilled in every business and technical aspects of developing and commercializing biopharmaceuticals, drugs, medical devices and research tools and services.

Strategic Alliances

Seraphim has established value added alliances with qualified service providers that extend beyond our global reach, technical scope and resources in business, regulatory, technical and domains. Our clients can quickly access providers with established track records.

Interested in Learning More? In fast moving markets, there is no room for error or delay. Contact us today to learn how we apply deep experience and innovation to business development in client organizations. The following brochures are available upon request:

- ❖ *Seraphim Services Overview*
- ❖ *The Seraphim Team*
- ❖ *Regulatory Compliance & Consulting Services*
- ❖ *Due Diligence Services*
- ❖ *Legal & Accounting Support Services*
- ❖ *Business Development & Advisory Services*