



# An introduction to Phetairos

## OUR ETHOS

Etairos is ancient Greek and means 'partner'. 'Phetairos' stands for partner to the pharma & life sciences industry. We are "committed to delivery through collaboration": Phetairos is dedicated to consistent delivery of successful client outcomes through collaboration, quality assurance, flexibility, cultural alignment, transparency and knowledge sharing.

## WHO WE ARE

We are a community of 200 world-class BioPharmaceutical subject matter professionals & consultants, who put best practice to work for our clients, designing and executing integrated innovative solutions for the complexities of a constantly changing life sciences ecosystem. The caliber of people we allocate to our clients' projects are people with 20 and 30 years of hands-on experience in their subject matter. The project team can cover multiple subject matters depending on our client's specific issues and situation complexity. The available expertise is truly unique in the industry. Our unbiased approach enables our clients to realize their business goals by minimizing risk, raising product / portfolio value, saving cost and reducing time to patient.

## WHAT WE DO – OUR SERVICES

With our unique fusion of expertise in the full range of disciplines across the product lifecycle, we help releasing the full potential of our client's products, organization and people, bringing their products to market faster, smarter and cheaper.



We provide strategic decision making, planning, and management as well as optimised resourcing to execute strategic programmes and projects. We operate as a lean structure without organisational overhead and pass on the benefits created directly to our clients with payment linked to successful outcomes achieved against time, quality and cost-based deliverables.

## HOW DO WE ADD VALUE?

### **Solutions tailored to your needs:**

- ✓ Best-in-class knowledge, skills and experience to guide projects, programmes and portfolios to deliver their full value.
- ✓ Hands-on strategic consultancy services, loaned executives, or complete project teams.
- ✓ When you need it, for as long as you need it.
- ✓ Accountability: Payment linked to successful outcomes achieved against time, quality and cost based deliverables.
- ✓ Flexible commercial options including fixed price contracts

### **You benefit from expert business interventions that support at multiple levels:**

- ✓ Strategic planning & decision making
- ✓ Management and execution of key business activities including drug development programmes, outsourcing, technology choices and investments.
- ✓ Cost optimisation programmes and strategic workforce optimisation.
- ✓ Optimised resourcing of demand including strategic demand management and planning at portfolio level through to tactical resource optimisation.

### **Sharing “lessons learned” from across life sciences and other industries to drive innovation that delivers competitive advantage.**

- ✓ New development models drawing elements from open/collaborative innovation enterprises.
- ✓ Enhancing risk management practices by learning from mature industries.

## HOW DO WE WORK WITH YOU?

We work as your trusted colleagues, accountable, aligned, committing quality and performance excellence, from advice on specific issues to full outsourcing:

### **Advice:**

- ✓ Consulting advice on issues requiring rapid response
- ✓ Guidance on difficult to solve problems

### **Partial Outsourcing**

- ✓ Lead components of major projects
- ✓ Individual experts dedicated for extended periods

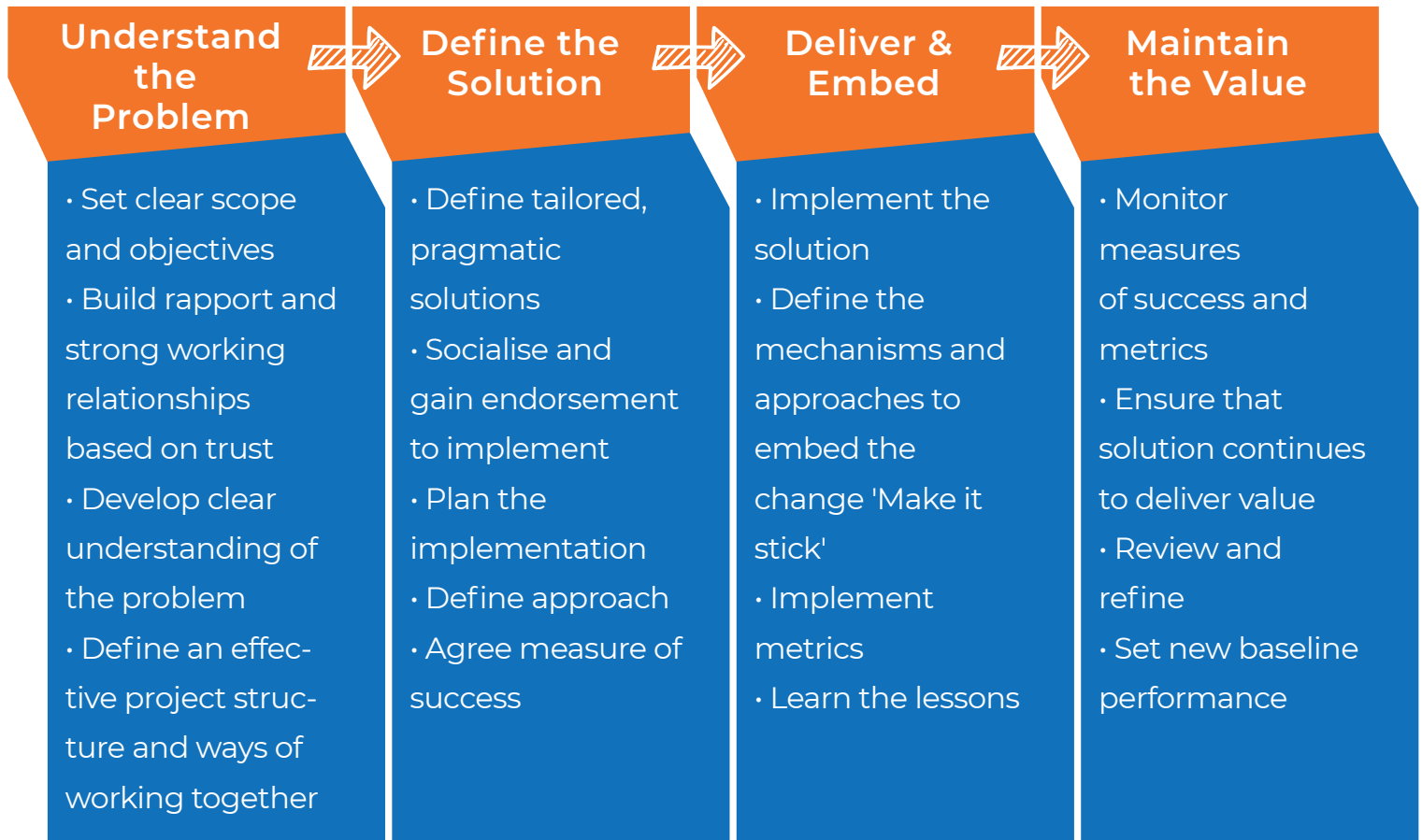
### **Full Outsourcing**

- ✓ Fully loaned executives
- ✓ Turn-key projects with dedicated teams

## HOW WILL WE OPERATE ON YOUR PROJECT?

We create tailored solutions and seamless integration to fit your product, your organisations' needs and your goals. These are not quick fixes but any changes are aimed to be embedded – it's a solution that lasts and not a quick sticking plaster.

### Close Client Collaboration & Project Management



## CONTACT FOR FURTHER INFORMATION



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