

KDYS[®] is a boutique market & data intelligence, and business strategy firm specializing in the support of life science companies in their <u>transition to a</u> <u>data-led decision-making culture</u>. AKDYS listens to innovators, contract service providers (CROs/CDMOs/CMOs) and investors (PEs/VCs) about their pipeline & products, service offerings and/or portfolio companies.

AKDYS[®] offers support throughout the client's life cycle in the form of individual or integrated service packages – starting with a high-level initial market research all the way to a full business plan development, including in-person boardroom representation during investor meetings.

	AKDYS CLIENTS	
AKDYS SERVICE OFFERINGS	INNOVATORS SERVICE PROVIDERS	INVESTORS
COMMERCIAL OPERATIONS	 Portfolio & Pipeline Analysis Market Intelligence & Research Benchmark Analysis & Narrative Go-To-Market Strategy Sales Metrics Development & Analysis CRM System & Digital Tools Development Competitive Landscape Analysis Branding & Market Introduction Strategy Pipeline Development & Target Identification 	Portfolio Company Commercial State Assessment / Commercial Strategy
BUSINESS OPERATIONS	Budget Development Business Performance Analysis & Development Supply Chain & Vendor Analysis Systems & Processes Value Stream Mapping Organizational Development Executive Team Coaching & Mentoring Key Performance Indicators Development S&OP Optimization 5-Year Business Plan Development	Portfolio Company Operating Partner / Operations Management
CORPORATE DEVELOPMENT	 Vision, Mission & Key Differentiator Statement Capital Investment Strategy Organic & Inorganic Growth Strategies (Build vs. Buy) Due Diligence Support Enterprise Risk Management (ERM) Succession Planning Disruptive Technology Analysis Management Presentation Preparation Exit Strategy Development & Transaction Support 	Portfolio Company Expansion & Acquisition Assessment / Due Diligence Support

©2021 AKDYS LLC. All Rights Reserved. 

Dr. Stephan Kutzer Principal <u>LinkedIn Profile</u>

R

Danielle A. Young Principal LinkedIn Profile

AKDYS LLC

Research Triangle Park 65 TW Alexander Drive P.O. Box 14145 Durham, NC 27709 general@akdys.com https://akdys.com 919.410.7585



a data-led pharma & biotech adviser