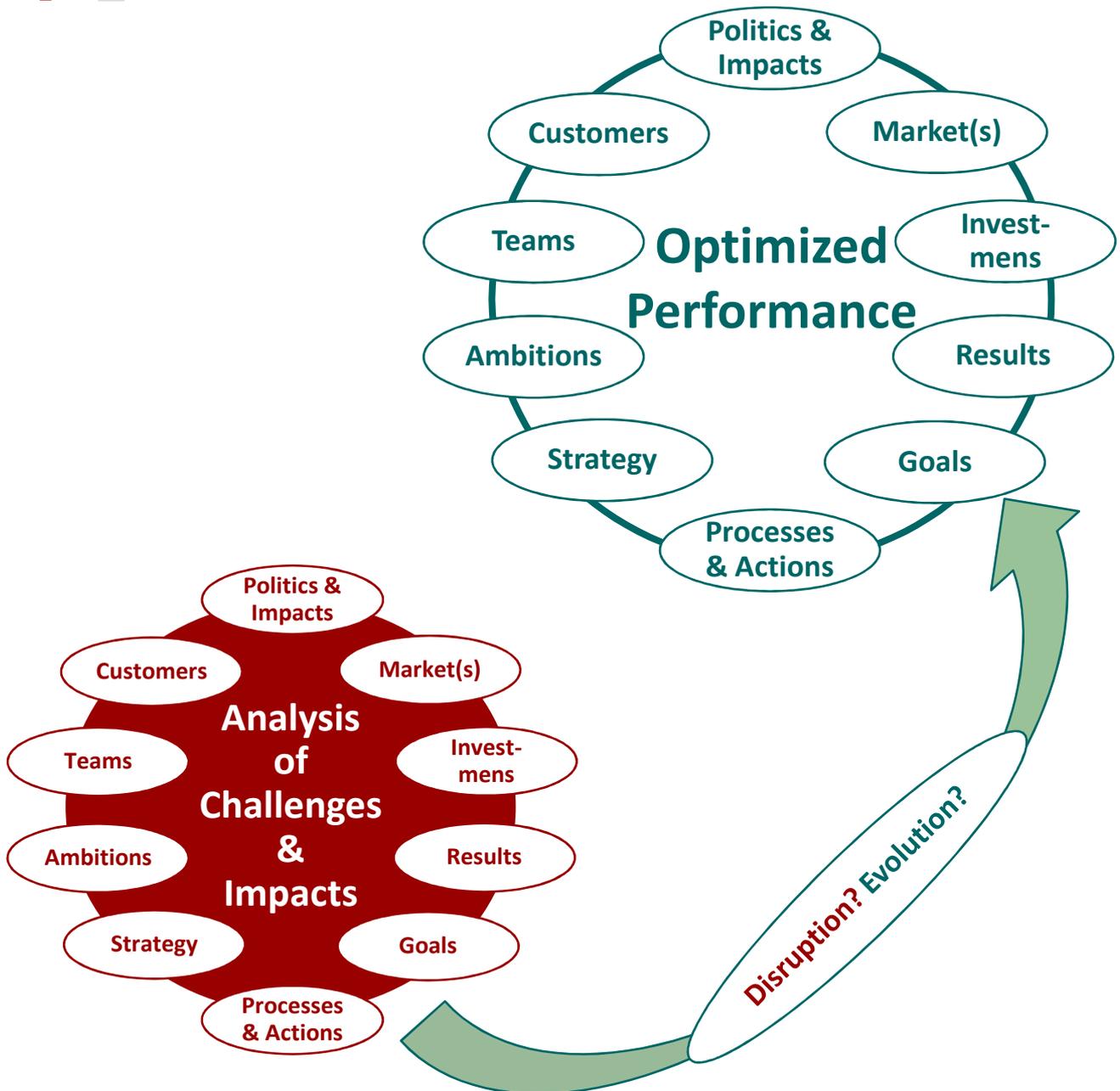


**S** Dr. **S**chneider  
**&** Health **C**are **C**onsulting  
**P** Partners GmbH



**What S&P stands for:**  
analyzing and working out optimized and sustainable strategies,  
key actions, results and team building

# We forge valuable solutions

**S** Dr. Schneider  
**&** Health Care Consulting  
**P** Partners GmbH

## Our Profile

S & P Dr. Schneider Health Care Consulting is a reliable and competent partner for performance-oriented providers in the LifeScience and Healthcare Market.

The team of S&P provides years of experience and in-depth understanding of the challenges our clients are faced with. This is based on a wide variety of successfully completed projects.

**S & P stands for a professional and committed contribution: in Consultancy, Market Analytics/Surveys and Interim Management. This applies to companies, specific business units or functional areas with their various processing and project management with a focus on:**

- Business Development / M&A / Transactions
- R & D
- Medical Affairs
- Marketing
- Sales
- Market Access
- Market Analytics / Market Research / Business Intelligence

## Our strengths

- Experienced and skilled team of consultants
- Professional knowledge of Life Science & Health Care Industry in Executive Management, Consulting & Interim Management
- High commitment for our clients combined with understanding of their needs and obligations
- Implementation savvy

## Clients of our Consultants (excerpt)

 AnalytiCon  
discovery  
The Natural Product Company

 Baxter

 Baxalta  
Now part of Shire

 Emperra  
Digital Diabetes Care

 AOK  
Die Gesundheitskasse  
AOK Nordost

Brandenburg Kapital

 ILB

 codon

 Johnson & Johnson  
FAMILY OF COMPANIES

 janssen  
PHARMACEUTICAL COMPANIES  
OF Johnson & Johnson

 EKCI  
An Acely Company

 KLINGE

 Lundbeck

 medi

 MERCK

 METZLER  
B. Metzler seel. Sohn & Co.

 NOVARTIS

 Pfizer

 Roche

 TEVA

 AstraZeneca

 ratiopharm  
Gute Preise. Gute Besserung.

## What customers say about us (Excerpt)

### Excerpt from actual testimonials re. S&P:

<https://www.shccp.de/en/our-testimonials.html>

#### **Hannes Schmeil, General Manager ALNYLAM Germany:**

... I can recommend to all decision-makers S & P in good conscience, if they are not looking for consultancy and analysis offerings "off the shelf", but are interested in tailor-made solutions - those that are operational and actually work ! "

#### **Thomas Krause, Managing Director, Brandenburg Capital/ILB:**

„... ... The 3-year activity of the interim CEO / CFO of S & P has always been characterized by the interests of the shareholders and investors, and always competently and hands-on.

#### **Dr. Müller-Kuhrt, CEO of Analyticon Discovery GmbH:**

„... ... We can fully recommend the integration of S & P (Dr. Mertens) to any company in the life science industry, which is or must actively deal with validation of its strategy and an associated adjustment of the processes, or reorientation of the organization and key actions.

#### **Dr. Ing. Andreas Baltrusch, previous CEO of CODON AG:**

„... S & P has intensively accompanied a required change process within co.don AG over a period of 18 months. The entire project was divided into well structured subprojects by Dr. Horst Mertens with a very experienced handwriting. Under the leadership of Dr. Mertens and Dr. Schneider, S & P has provided very pragmatic proposals for a future-oriented expansion and process structure. I would recommend him and the S & P team again, if necessary, and would highly recommend S & P to other decision-makers in the LifeScience industry as a management consultancy and management coach.

#### **Prof. Dr. jur. Walter L. Rust, LL.M., Senior Partner, Mock - Partnership of lawyers mbB:**

„... "S & P GmbH has provided an experienced and competent Interim CEO (Dr. Mertens) for a life science company in a difficult situation for the company. Dr. Mertens has brought the company energetically on course. Foresighted analytics and strategy go hand in hand. The collaboration was characterized by mutual trust, and I can recommend S & P and Dr. Mertens to accompany life science companies at any time.

#### **Frank Michalak, Frank Michalak, Chairman of the Board / CEO of the AOK North-East**

„... Dr. Mertens from S & P is a professional and works with a very focused and purpose-oriented working approach. His experience contributed significantly to the fact that the start-up company EMPERRA was able to realize the pilot project with the AOK Nordost. Even when difficulties arose, he succeeded in bringing the 3 ½ years process to success through his gainful human behaviour.

#### **Burkhard Kröger, CEO GPE Group, Neumünster:**

„... .. Dr. Mertens from S & P took on the role of responsible planner, strategist and negotiator as part of a complex and innovative telemedicine treatment system actively and in a leadership-oriented manner with the 3-year transfer of the function of an interim CEO for one of our customers. I can recommend the collaboration with Dr. Mertens, S & P, to any supplier, provided that a professional, competent and timely solution to complex tasks is requested.

#### **Franz Schenkel, M.B.A., CEO HSA Americas:**

„... To this day, I greatly admire your ability - you in charge as Group Vice President and Head of International Marketing and Medicine Division in Global Pharma Business - to balance hard-nosed analytical and strategic thinking with a unique skill to navigate complex organizational environments, professional and personal integrity and - perhaps most important - your sincere personal engagement with your teams as well as internal and external counterparts.

## Your contacts at S&P

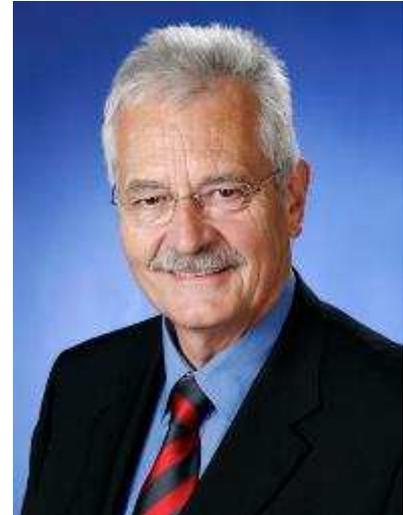
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### Our Clients:

- Companies with a broad portfolio of products or indications, and
- SMEs with a focused portfolio approach, each in
  - Pharmaceutical industry
  - Biotechnology
  - Medical Technology
- Health Insurers
- Medical Schools
- Venture Capital / PEQs
- CROs
- Market Research Institutions for Health Care



**Dr. med.**  
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[www.shccp.de](http://www.shccp.de)

We would be happy to share with you our abilities and the value of working with us in a personal conversation or meeting..