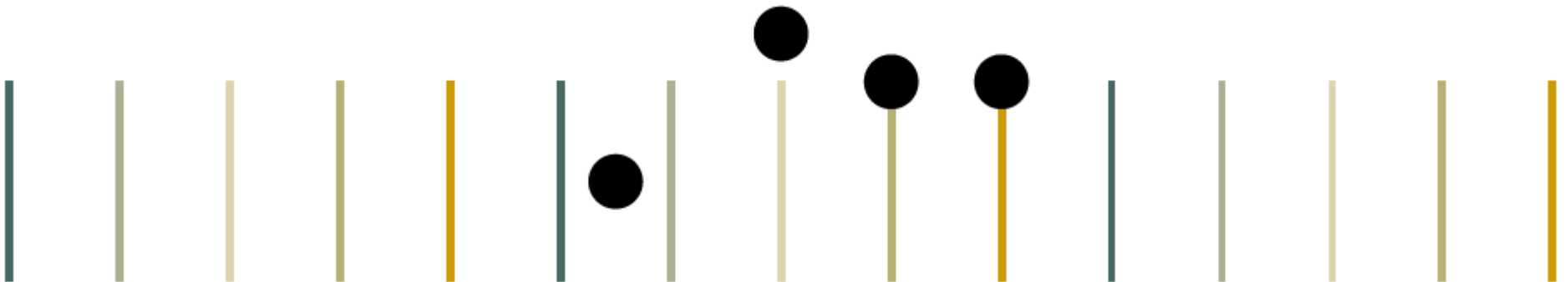


# Creating value for healthcare

Advising, projects & support for public and private healthcare organizations

Company profile - 2018



‘I’d wish I had included this in my analysis’





## **ADVISING**

Independent advisors for public and private health organizations



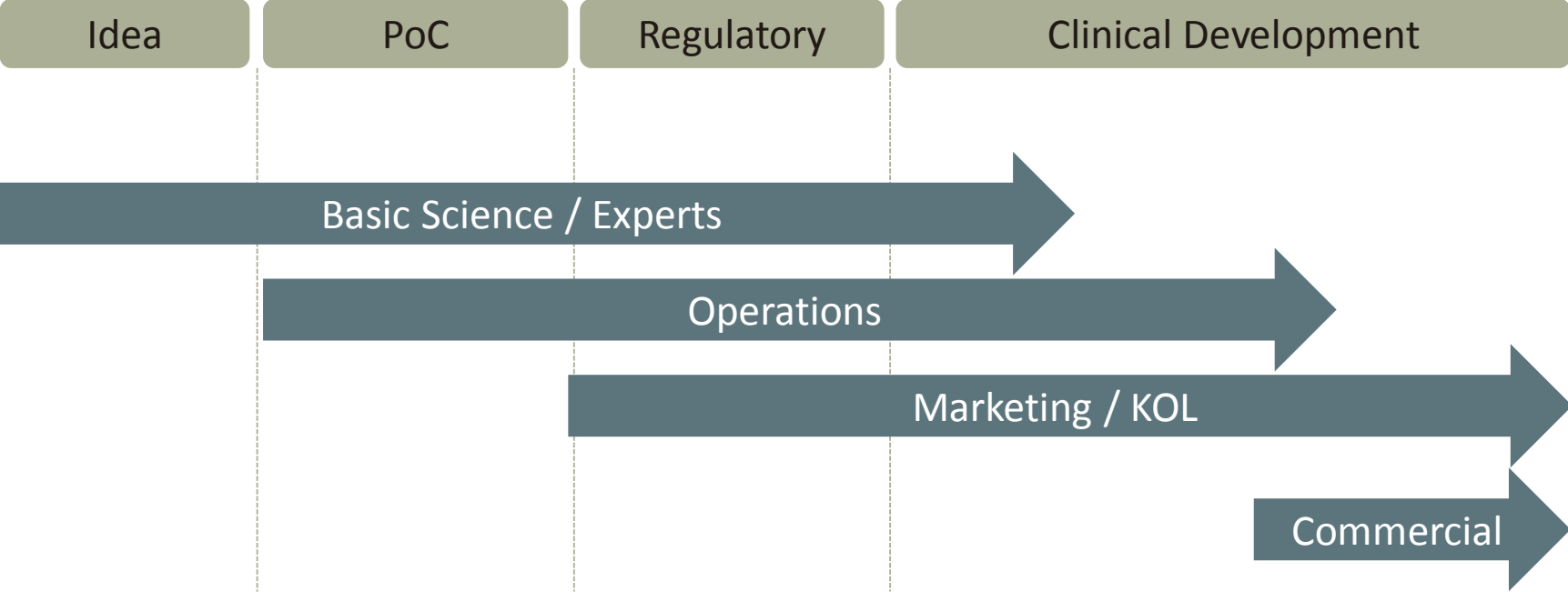
## **PROJECTS**

Experts consultants on market access

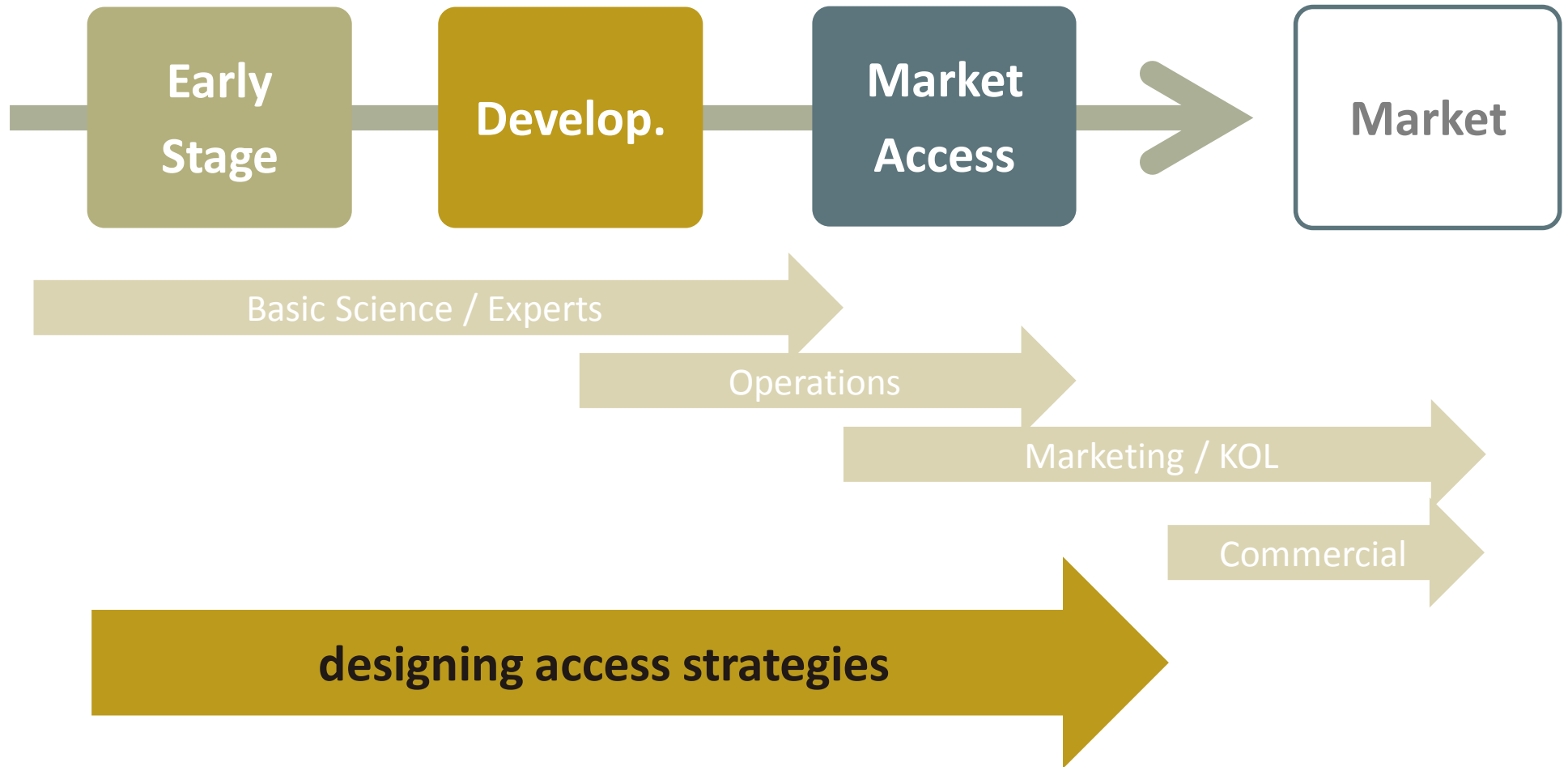
We cover the full range of market access solutions for for start-ups and established companies

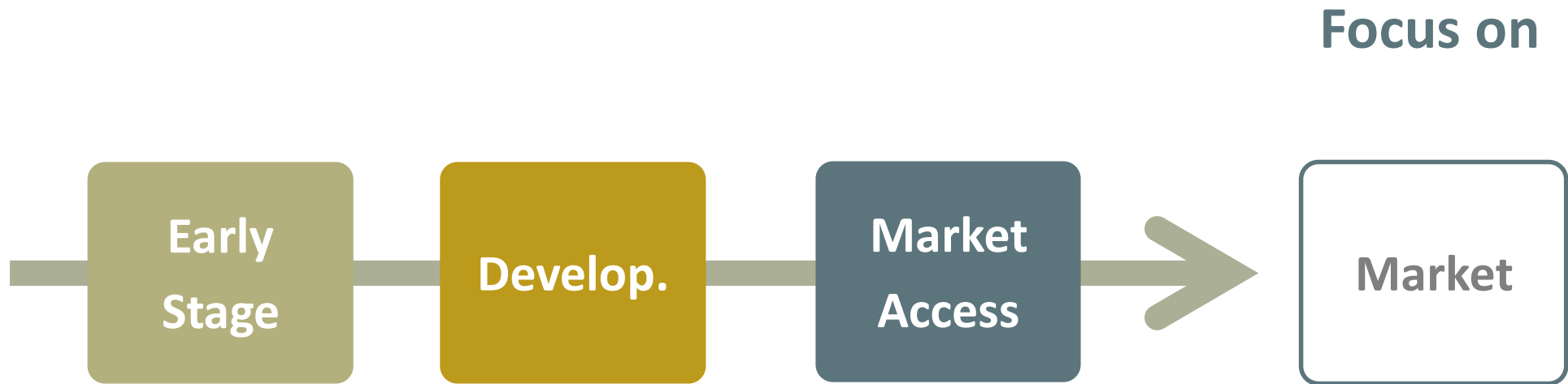


# The current strategy...



# ... and the **HiTT** approach





We design easier and more profitable ways for:

- **To build and consolidate early** strategic decisions in value for health products & services
- **To support** start-ups on their business strategy & development
- **To generate** data for investment decisions

# Opening new pathways to investment success

## Early Stage

- Design and implement roadmap
  - Design and implement clinical trial strategy
  - Align regulatory strategy
- Validate research proposals
  - Refine value proposition
- *Due Diligence* assessments
  - Validate expected outcomes & revenues
  - Early stage investing strategy



# Implementing strategy

## Development

- Finding sites & partners
- Advisory boards
  - Preparing advisory boards for companies at different stages of development
  - Defining relevant strategies, trials and outcomes
- Engaging KOL
- Contracting research facilities
- Feasibility studies (cost / operational / clinical)





# Designing future commercial strategies

## Market Access

- Pricing: analyse & propose possible pricing scenarios & strategies
- Education: in-company training, negotiation training
- Early stage market access; early access schemes
- Innovative contracting and risk sharing agreements
- Value dossiers
- Economic modelling: budget impact and cost-effectiveness analysis
- Scientific communication strategy
- Development phase IV projects ('beyond the pill')



# Proven track record

- **HiTT** develops projects for top pharma companies, start-ups, government agencies and consultancy firms in health industry.

- **Some** of our clients are:

Alcon · Novartis · Pfizer · Biomarin · BiogenIdec · Boehringer-Ingelheim · Daiichi-Sankyo · ALKAbelló · Bayer · Eli-Lilly · Sanofi · MSD · Regeneron · Roche Devices · Shire · Astellas · Otsuka · AstraZeneca · Hartmann · Reig Jofre · Institut Català de la Salut · Grup Sagessa · Institut Pere Mata · ActiveLife · Oryzon Genomics · Ebers Medical · Egile · BiosferTeslab · CuraSana · Ideatum · AdBroncus · TransplantBiomed · Merck · LeoPharma · Vifor Pharma · Bristol-Meyers&Squibb · Wellspect · Orphan Europe · Roche · Janssen · Grifols

# Why should I?

- To improve Success Ratio
- To better define **Expectations**
- To test internal and external assumptions (stress tests)

## Why HiTT?

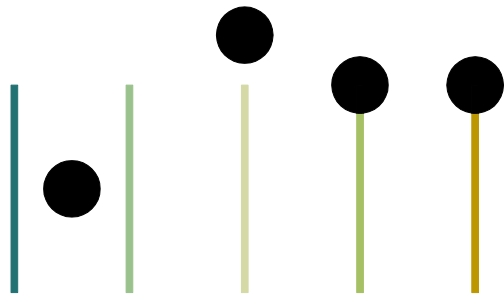
- A dedicated company **specialised** only in the Healthcare Sector
- International recognition
- In depth knowledge on processes, reimbursement, and pricing



# How we work?

- **Independent and small dynamic team**, knowledgeable of both the EU and US environments
- **Alliances** with the best-of-breed providers.
  - Incorporating ad-hoc specialists to achieve best available expertise on a timely and high quality manner
  - Based on a network of free-standing senior international collaborators, who have been or are in strategic decision positions mainly in the EU.





# Health Innovation Technology Transfer

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