

New Venture Specialist

Helping Life Science companies expand into new markets using latest technologies.

MOMENTUM brings 25 years experience in growing major US and European companies, including J&J, and Hoechst; as well as Venture Capital biotechs such as DynaGen.

Execution Excellence

One distinguishing feature about us is the extensive experience of operating details that we have in all aspects of new venture development. Our team comprises executives who bring day-to-day management experience in strategic alliances and business development from Top 10 pharmaceutical & medical products companies. All solutions we develop reflect this deep and broad real-life experience. Our recommendations can be implemented quickly; delivering results rapidly and also over the long-term. Biotech client Dynagen grew to be ranked No. 5 in *Boston Business Journal's* Annual Survey of 50 Fastest-Growing Companies

Columbia Business School innovation and entrepreneurial excellence program honored Momentum in 2003. For the first time, they selected a leader in corporate new-ventures and specialist in developing new-markets using latest R&D discoveries. Their case study about us is available at our website.

Comprehensive Business Development Capability

We support clients in all phases of businesses development — from evaluating new scientific ideas and market opportunities, to formulating strategies & alliances, to executing and delivering results. We advise companies on how to enter new markets, as well as take on interim-management roles at new-ventures.

Complete Healthcare Solutions

To help companies solve one of healthcare's newest challenges, providing patients and payers with a single healthcare solution — we formulate solutions that cross industry segments and combine products (including diagnostics, pharmaceuticals, devices, and biologics) with providers and payers. Our experience-based insights help us deliver the most effective and highest quality-of-care at a minimum total-cost-of-care.

European Business Development Conference selected Momentum to serve on a panel of worldwide experts — that included executives from McKinsey & Company, Booz Allen & Hamilton, and Wall Street investment bank Lazard Freres. We were selected for excellence in creating international strategic alliances and managing new businesses that grow rapidly and become profitable quickly.

Strategic Alliance Expertise

We are specialists in solving the number one challenge of strategic alliances. A joint study by BIO and the Institute of Biotechnology Information identified that the biggest problem faced by executives was “how to make alliances successful.” Our expertise in all aspects of alliances — identifying and evaluating partners, structuring and negotiating the partnerships, and managing ongoing relationships — is internationally recognized.

- World Business Development Congress, USA. Momentum chaired congress seminar on Alliances.
- Pharmaceutical & Biotech Strategic Alliances Conference, UK. Momentum led the conference session on information imperative in identifying, developing and managing alliances between entrepreneurial startups and *Fortune* 100 companies.
- Innovation Conference, Holland. Momentum gave key presentation on strategic collaborations for accelerating innovation and growth, and for maximizing shareholder value.

Global Business Development Capability

We bring firsthand understanding about the “essential operating details” for managing businesses in different countries, from having lived and worked in Europe, Asia, US, and Africa. We help US companies to expand internationally and foreign companies to start/expand their US businesses.

In 2003, The Global Businesses & Technology Association's international jury of experts selected Momentum's approach as the key presentation on accelerating innovation, and maximizing growth & earnings of new ventures.