



December 9, 2019

To whom it may concern:

I am writing this letter of recommendation on behalf of Mr. Walter Gordon Drane, III. Mr. Drane is currently a Regional Sales Director with Vyera Pharmaceuticals LLC. In his current position, Gordie leads a team of account managers, and strategic stakeholders in hospital systems and regional trainers. He fosters a culture of collaboration and problem solving and brings to his role the art of coaching individuals with differing backgrounds to become disease state experts to promote the company's specialty products in diverse fields of medicine. He meets regularly with his direct reports to lead his team to meet Vyera's quarterly sales objectives.

Mr. Drane's extensive knowledge of HIV medicine affords him the ability to provide his colleagues an historical perspective of pharmaceutical products prescribed by HIV providers to develop best practices for the sales force when meeting with community- and hospital-based thought leaders and clinicians.

I've personally known Gordie since 2011, having first met him during an informational forum for HIV-infected individuals. His genuineness and ability to speak expertly with clinicians about the treatment regimens for this population were quite impressive. We established a rapport which has endured over the years. His prior career with Merck as professional sales representative in various therapeutic areas, and then as a senior vaccine account specialist afforded him the opportunity to work with well-respected individuals in various fields of medicine and fostered his collaborative approach with clients and thought leaders. He earned numerous awards and recognized for his achievements during his tenure with Merck, but the single, most important achievement and contribution for me is Gordie's natural ability to listen intently and carry on a conversation about patient care with or without regard to the company's pharmaceutical product line.

Over the years, he sought my opinion about the various aspects of antiretroviral medications for HIV-infected individuals and the challenges they faced with treatment side effects and disease complications. He continued to meet with me when his career focus changed seeking to understand the role of Vyera's pharmaceutical drugs in the infectious disease and HIV fields of medicine. He remained an exceptional resource for me, providing me with pertinent information and literature.

Mr. Drane is interested in expanding his career options to include exploring career opportunities in biotechnology firms and start-ups or the pharmaceutical industry. He has expertise in product sales and marketing, exceptional and proactive account management, and leadership. These talents, coupled with his outstanding coaching skills and commitment to understanding the strategies of new marketing/product endeavors, set him apart from his peers vying to enter new career opportunities.

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He stands out among the numerous other leaders in the pharmaceutical industry whom I've known in terms of his breadth of knowledge, emotional maturity and in his ability to collaborate professionally with others. Mr. Drane is highly committed to advancing his career and has shown great initiative in taking the necessary steps towards achieving his goals. He has the necessary qualities needed to meet the rigors of his next career in biotechnology or in the pharmaceutical industry.

Sincerely yours,

A handwritten signature in black ink that reads "Emanuel N. Vergis". The signature is written in a cursive, flowing style.

Emanuel N. Vergis, MD, MPH