











# Providers Diligence: All your questions on physician clinics, hospitals or integrated delivery networks answered

<i>Offerings&gt;&gt;</i>	<b>Provider Quick Diagnostic</b> 	<b>Operational DD Toolkit</b> 	<b>Patient / Physician Surveys, Interviews</b> 	<b>Workforce analytics</b> 	<b>Sector scans/ target screening</b> 
<b>Product overview</b>	Accelerated outside-in view of provider business, operational capabilities, competition and value creation	Operational Due Diligence toolkit for healthcare providers	End-to-end Patient Survey Analytics to gauge sentiment, Physician Interviews for areas of strength / opportunity	Identify talent optimization opportunities by benchmarking target's org structure to peers	Customized target list of attractive players for potential acquisitions in HC sub-sectors to expand to new markets, enhance offerings, etc.
<b>Key insights</b>	Summary on <b>Target attractiveness</b>	<b>Risks:</b> Clinical, Operational	<b>Aided / Unaided awareness Conversion</b>	<b>Physicians / paramedics headcount</b>	<b>Target list by:</b> Revenue threshold Inv. raised / equity split
	<b>Overview:</b> Provider network, Therapeutic Areas, Growth strategy	<b>CapEx:</b> Physical infra., Digital / IT infra.	<b>Frequency of visit</b>	<b>Attrition</b>	<b>Potential plays</b> Build scale, Tech. roll-up, Adjacencies, Geographies, Perf. improvement
	<b>Market, regulatory overview</b>	<b>Perf. Improvement:</b> Commercial excellence, Cost optimization	<b>Spend / Share of Wallet</b>	<b>Talent quality by:</b> Speciality / function, Physician working hours, Tenure	
	<b>Comp. Benchmarking</b>		<b>Customer advocacy / NPS</b>	<b>Salary benchmarking</b>	
	<b>Value creation opportunities</b>		<b>Key purchasing criteria</b> e.g., range of services, quality of care, location, reputation	<b>Physician/ staff sentiment</b>	<b>Market catchment scan</b> e.g. hospitals, clinic networks
<b>Timeline and fees</b>	<b>Live cases</b> - \$3.1K / day for ~2-3 days <b>CD</b> - \$1.2K / day for ~2-3 days <sup>1</sup>	<b>Custom</b> (TBD post scope assessment)	<b>Custom</b> (Coding, Data modelling, Slides) - \$3.1K / day <sup>1</sup>	<b>LinkedIn</b> (Top-down: 1-2 days, Bottom-up: 2-5 days) - \$3.1K / day <sup>1</sup> <b>Aura</b> (1-2 days detailed) - ~\$9.5K <sup>2</sup>	<b>Long list</b> (2 days) to detailed profiling (6 days) - \$3.1K / day <sup>1</sup> <b>Sector scan</b> (2 weeks+) - TBD basis scope
<b>Reference slides</b>	See <i>product deep-dive and sample output</i>	<i>Toolkit overview and analysis</i>	<i>Product deck</i>	<i>Product deck</i>	<i>Product deck</i>
<b>Output format</b>	<b>Slides, excel backups on key areas of focus</b> for the target	<b>Slides</b> , relevant <b>backups on key areas of improvement</b>	<b>Custom data cutter / excel model, slides</b>	<b>Comprehensive excel model / backups, slides</b>	<b>List of companies</b> in excel / <b>strip profiles / detailed profiles</b>




Note: (1) Please refer to the product deck for details on feasible scope, additional costs; (2) Includes one-time Aura access fee and 1 day of BCN effort

# Suppliers Diligence: All your questions on pharmaceuticals, life sciences or med-tech businesses answered (1/2)

Offerings>>	Supplier Quick Diagnostic 	Loss of Excl./ Gx Curve Analysis 	In-licensing Opportunity 	Drug Deals Discovery 	SMO <sup>2</sup> Growth Assessment 
Product overview	Accelerated outside-in view of target's business, operations, competition and value creation	Analysis of <b>volume and price development</b> of originator drugs after LoE and generic entrants	Identification and evaluation of <b>potential drug candidates</b> or technologies for licensing	Evaluating M&As, licensing agreements, and partnerships to <b>uncover strategic opportunities and trends</b>	Evaluation of <b>expansion</b> and <b>performance</b> of clinical trial Site Management Organizations
Key insights	<div>Target attractiveness, business overview</div> <div>Market competitive landscape, regulatory overview</div> <div>Value creation opportunities</div>	<div>Attractiveness: Revenue, Volume Development</div> <div>Competition: Generic Entrants, Biologicals</div> <div>Resulting loss of share</div>	<div>Identification of potential drug candidates by TA<sup>3</sup></div> <div>Evaluation by: Company, Product stage, Revenue threshold, Existing offerings</div> <div>Selection by: Product fit, Expansion opportunities</div>	<div>Deal identification in-licensing vs. product acquisition</div> <div>Deal analysis by: Drug phase, target / competitor, Therapeutic area, Geo, Deal type and flow</div>	<div>SMO Coverage by: Therapeutic Area, Geography</div> <div>Identification of potential: Site capacity, Operational efficiency, Growth strategy</div>
Timeline and fees	Live cases - \$3.1K / day for ~2-3 days CD - \$1.2K / day for ~2-3 days <sup>1</sup>	\$3.1K / day for ~2 days (US, EU 5 countries, as of 2022) / 4-5 days (select geos) <sup>1</sup>	~3-4 days	~2-3 days	~1 week
Reference slides	See <a href="#">product deep-dive and sample output</a>	See <a href="#">product deep-dive and sample output</a>	See <a href="#">product deep-dive and sample output</a>	See <a href="#">product deep-dive and sample output</a>	See <a href="#">product deep-dive and sample output</a>
Output format	<b>Slides</b> , relevant <b>backups</b> on <b>key areas of focus</b> for the target	<b>Excel dashboard</b> and <b>slides</b> to filter molecules based on volume, value, geo., ATC1-code	Dynamic <b>excel dashboard</b> with relevant drugs from a funnel (basis specified parameters)	<b>Excel dashboard</b> and <b>slides</b> on deal flow and competitor benchmarking	<b>Slides</b> on competitor case studies and <b>excel model</b> for therapeutic area mapping






Note: (1) Please refer to the product deck for details on feasible scope, additional costs; (2) Site management organizations providing clinical trial management services; (3) Therapeutic area

# Suppliers Diligence: All your questions on pharmaceuticals, life sciences or med-tech businesses answered (2/2)

Offerings>>	Pharmacy / Physician Surveys 	ESG diagnostic/ Carbon assessment 	Industry PoV (incl. Primary research) 
Product overview	<b>End-to-end Survey Analytics</b> to gauge physician / pharmacy provider sentiment, areas of strength/ opportunity, value proposition for target	Understand <b>materiality of ESG issues</b> in the industry, and <b>benchmark target and peers'</b> capabilities across key themes	<b>Perspective on various sub-sectors/companies</b> , via primary & secondary research, start-up/ VC funding scan, incl. outlook on market disruption and innovation
Key insights	<div>Aided / Unaided awareness</div> <div>Conversion funnel</div> <div>Frequency of usage</div> <div>Spend / share of wallet</div> <div>Customer advocacy / NPS</div> <div>Retail penetration</div>	<div><b>Quick ESG Assessment:</b> Identifying material ESG issues, Competitor benchmarking, Value creation levers</div> <div><b>ESG / Carbon assessment:</b> Decarbonization potential Deep-dive on stakeholder pressures</div>	<div><b>Market deep-dive:</b> Market share modeling, Current trends, Key risks Distribution network (suppliers to payer lifecycle)</div> <div><b>Fund strategy</b> (driven by cost benefit analysis &amp; peer comparison)</div> <div><b>Trend analysis</b> (risks, opportunities and disruptions)</div>
Timeline and fees	<b>Custom</b> (Coding, Data modelling, Slides) - \$3.1K / day <sup>1</sup>	<b>ESG ODA</b> - 2 days (CD effort, billing adjusted with practice) <b>ESG Assessments / DDs</b> - \$3.1K / day <sup>1</sup> (TBD basis scope)	\$3.1K / day (TBD basis scope)
Reference slides	<u>Product deck</u>	<u>Product deck</u>	<u>Product deck</u>
Output format	<b>Custom data cutter / excel model, slides</b>	<b>Slides</b> along with relevant <b>excel backups</b>	<b>Market model</b> (excel backup), <b>slides</b>

Note: (1) Please refer to the product deck for details on feasible scope, additional costs

# Payers Diligence: All your questions on health insurance providers answered

<i>Offerings&gt;&gt;</i>	<b>Member / Intermediary Surveys</b> 	<b>Workforce analytics</b> 	<b>Industry PoV (incl. Primary Research)</b> 	<b>Sector scans/ target screening</b> 	<b>Competitor Benchmarking</b> 
<b>Product overview</b>	<b>Survey analytics</b> to gauge customer sentiment, areas of opportunities & value proposition for the target	Identify <b>talent optimization opportunities</b> by benchmarking target's org. structure to peers	<b>Insights on sectors/companies</b> via research, VC funding, market disruption, and innovation	<b>Custom list</b> of attractive HC sub-sector acquisition players to <b>expand markets</b> and <b>enhance offerings</b>	<b>Comparing</b> target and competitor <b>insurance offerings</b> to identify relative position and areas of improvement
<b>Key Qs answered / insights derived</b>	<b>Brand awareness</b>	<b>Workforce composition:</b> Claim processors, Agents / underwriters	<b>Market overview:</b> Insurance market map, Market Trends, Key risks	<b>Target list by:</b> Market size & growth, Profitability, other financials, Ownership structure	<b>Product offerings:</b> Maximum limits, Premium costs, Claims payout ratio, Deductibles
	<b>Conversion funnel</b>				
	<b>Renewal frequency</b>	<b>Talent split by:</b> Function, Geography	<b>Strategy:</b> Product strategy, Demographic expansion, Tech-enabled roll up	<b>Deal thesis:</b> Expand scale/ risk pool, Digital capabilities, Integrated care delivery, Geo. expansion, Perf. improvement	<b>Performance metrics:</b> Customer advocacy & retention, Operational efficiency, Financial stability, Product performance
	<b>Advocacy (NPS) and drivers</b>				
	<b>Pricing, out-of-pocket costs</b>	<b>Tenure</b>			
	<b>Likelihood to switch</b>	<b>Compensation Benchmarking</b>			
	<b>Key purchasing criteria</b>	<b>Employee sentiment</b>			
<b>Timeline and fees</b>	<b>Custom</b> (Coding, Data modelling, Slides) - \$3.1K / day <sup>1</sup>	<b>LinkedIn</b> (Top-down: 1-2 days, Bottom-up: 2-5 days) - \$3.1K / day <sup>1</sup> <b>Aura</b> (1-2 days detailed) - ~\$9.5K <sup>2</sup>	\$3.1K / day (TBD basis scope)	<b>Long list</b> (2 days) to detailed profiling (6 days) - \$3.1K / day <sup>1</sup> <b>Sector scan</b> (2 weeks+) - TBD basis scope	\$3.1K / day (TBD basis scope)
<b>Reference slides</b>	<u>Product deck</u>	<u>Product deck</u>	<u>Product deck</u>	<u>Product deck</u>	-
<b>Output format</b>	<b>Custom data cutter / excel model, slides</b>	<b>Comprehensive excel model / backups, slides</b>	<b>Market model</b> (excel backup), slides	<b>List of companies</b> in excel / <b>strip profiles / detailed profiles</b>	<b>Slides, excel backup</b>

Note: (1) Please refer to the product deck for details on feasible scope, additional costs; (2) Includes one-time Aura access fee and 1 day of BCN effort