



Biotechnology

Delivering Value Across the **Biotech** Lifecycle

Biotech companies face unique business challenges that require specialized expertise at each part of the business lifecycle from being a start-up to a public company, including transaction support, and clinical trials through commercialization.

Our integrated team of highly skilled Biotech professionals partner with your company's Finance & Accounting function to solve complex problems, including driving operational efficiencies, implementing technology solutions, assessing internal controls, navigating exit strategies and IPO readiness, improving clinical trial financial management, and supporting accounting for complex transactions.

Common Challenges

- Additional finance/accounting support needed to manage operations
- Newly-achieved commercial or clinical status
- Outdated systems and limited data insight to support decision-making
- Need for expanded or more clearly defined internal controls
- Entrance or possible entrance into a complex transaction
- Need for audit-readiness assessments and/or support

Integrated Solutions for BioTech

Comprehensive services tailored to your needs by industry-leading professionals



Startup/Private Company

- Establish a chart of accounts
- Set up interim functional positions in Finance
- Create reporting packages as required
- Lead system strategy, selection, and implementation
- Establish controls for policies and duties

Pre-IPO/IPO

- Establish controls including policies and segregation of duties
- Create technical memos for complex transactions
- Prepare and file financial statements
- Provide guidance during the commercial transition
- Establish revenue and inventory processes/controls

Commercial

- Provide insight and advice throughout the commercial transition
- Establish processes and controls for revenue and inventory

Public Company

- Complete technical memos to document transactions
- Provide continued audit support
- Prepare and file financial statements (e.g., 10-Q, 10-K)
- Perform close optimization assessments

Experience Delivered

Clinical Trial Financial Management for a Pre-IPO Company

Challenge

A foreign pre-IPO Biotech needed workbooks, controls, and reports to manage finance/accounting for multiple trials with various CROs/vendors.

How We Helped

- Led gap analysis, target design, and transformation planning
- Created accrual workbooks
- Delivered SOX 404(b) compliant clinical controls
- Advised on vendor management best practices

Results

- Workbooks passed Big 4 audit
- Analysis gave snapshot of vendor landscape
- Workbooks streamlined accruals process
- Team adopted best practices for accruals and controls