

**Nautilus  
Life Science**



***Life Science Consulting  
with  
Competence, Experience & Passion***

# Positioning of our Consulting Model

## Our Positioning:

- We provide Premium Consulting for Life Science Companies by focusing on those areas which have the most significant impact on Competitive Capabilities and Business Performance:
  1. Launch Readiness for New Products
  2. Marketing & Optimized Go-to-Market Models
  3. Market Access & Epidemiology
  4. Portfolio Management, Business Development & Investment Round Support
- We provide our Consulting Services to Life Science Companies who expect Hands-on Business Solutions and who put a high Priority on the Operational Implementation of conceptual Consulting Solutions
- We set ourselves apart from consulting companies who deploy consulting personnel with limited operational industry experience and delivering Powerpoint-presentations with difficult to implement concepts
- We „deliver“ with Competence, Experience & Passion – based on decades of hands-on industry job experiences at national, international and global levels and across a broad range of therapeutic areas and business functions in Pharmaceuticals, Biotech & Medtech
- We provide our Customers with tailored sets of business-proven & hands-on proprietary Tools & Processes, allowing time- & cost-efficient execution of Consulting Projects

# Our Consulting Model & Consulting Principles

## Our Consulting Model:

- We know the Life Science Industry from decades of Hands-on Job Experience – not from textbooks
- We keep our Operating Expenses very low – so you don't have to pay for „bricks & stones“ in our organization
- We provide you with a suite of business-proven & hands-on proprietary Tools & Processes - combined with industry experience from several operational & leadership positions at national, international & global level

## Our Consulting Principles:

- We „deliver“ with Competence, Experience & Passion
- We don't like Powerpoint – but Results & Implementation
- We tell you what we think – not what you would like to hear
- We only do what we are really good & best at – having learned it „the hard way“ during industry employment in highly regarded companies (we are proud of our gray hair)
- We provide transparent & detailed budget breakdowns – you always know what you are paying us for
- For projects (6 months+) where a regular presence is required, we offer the option of cost-efficient Interim-assignments
- For Business Development & Investment Round projects, we offer flexible & risk-sharing honoraria models (from Risk-sharing to „No cure – No pay“)



# Premium Consulting in four Critical Business Areas



**Nautilus  
Life Science**

---



**Nautilus Life Science  
Marketing Consulting**



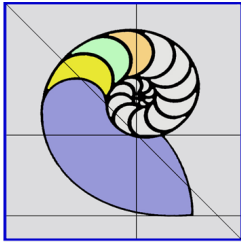
**Nautilus Life Science  
Launch Readiness**



**Nautilus Life Science  
Portfolio Excellence**



**Nautilus Life Science  
Epidemiology & Market Access**



## Nautilus Life Science



*Thomas Berthold, PhD  
Principal*

### Contact:

Thomas Berthold, PhD  
Nautilus Life Science  
8983 Milestone Drive  
Sarasota, FL 34238, USA

Mobile: +1 (941) 278-6304

Email: [tberthold@nautilus-lifescience.com](mailto:tberthold@nautilus-lifescience.com)

Website: [www.nautilus-lifescience.com](http://www.nautilus-lifescience.com)



*Working hard for your success*