

# AVEOM<sup>®</sup> PHARMA

*Delivering growth to Pharmaceutical Companies around the world*



\*AVEOM<sup>®</sup> - Adds Value Efficiency Opportunity Management \*AVEOM<sup>®</sup> - Adds Value Efficiency Opportunity Management \*AVEOM<sup>®</sup> - Adds Value Efficiency Opportunity Management \*AVEOM<sup>®</sup> - Adds Value Efficiency Opportunity Management

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# AVEOM<sup>®</sup> PHARMA CONSULTING

AVEOM<sup>®</sup> services offered are :

- ✓ Prospect and qualify **PRODUCT OPPORTUNITES** - Approach best **COMMERCIAL PARTNERS**
- ✓ Accompany the **BUSINESS DEVELOPMENT** process with Partner until **CLOSURE** or beyond
- ✓ Search **MARKETS** & formulate recommendations to **DIFFERENTIATE**
- ✓ Precise « unmet needs » via F2F medical specialists **INTERVIEWS** and **FOCUS GROUPS**
- ✓ Provide **REGULATORY** support for EU/Canada/USA markets
- ✓ Facilitate **COMPASSIONATE SALES** (NPB / ATU) in France or Europe
- ✓ Scout, lead and facilitate **FUSION AND ACQUISITION** transactions
- ✓ Manage your **BUSINESS DEVELOPMENT PROJECTS** from **A to Z** !

**Value creation focused**

# AVEOM<sup>®</sup> PHARMA - Adding Value partner

- ❑ Highly-performing BD team at the service of your business goals
- ❑ Act globally, on all continents
- ❑ Simplify your structure by optimizing your resources: human and financial
- ❑ We :
  - ❑ Participate to congresses on your behalf : Bio EUROPE & USA Congresses, EuroPLX, PharmaVenue, IPLS, BePharma LATAM and others etc...
  - ❑ Provide pre-analyzed and prioritized collaboration opportunities
  - ❑ Summarize action plans, follow your rules
  - ❑ Create awareness about your specialties & development programs
  - ❑ Broadcast newsletters and info and webinars

**EXPERTISE, COMPLIANCE, RESULTS**



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# AVEOM<sup>®</sup> PHARMA - BD Services

Provide experienced partnering services to accelerate commercial growth of pharma companies around the world

Bus Development Services and Market Research targeting **VALUED MEDICINES, INNOVATIONS** and **DIFFERENTIATED** prescription drugs, orphans, paediatrics, repurposed drugs or niche opportunities using improved delivery systems

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# Why doing business with us

- ▶ WE ARE A BD DEPARTMENT FOR HIRE
- ▶ We offer:
  - ▶ Organized and structured prospection, qualification services
  - ▶ Immediate access to sound experience and global network: KNOW HOW & KNOW WHO!
- ▶ We are more flexible and efficient than an internal dedicated department
  - ▶ Focus on priority projects
  - ▶ Improve P&L and ROI
  - ▶ Target prospection: therapeutic fields and specific markets

*Call us to propel your growth  
We deliver results beyond expectations!*

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# AVEOM® PHARMA - Team



**Danielle LABRECHE**  
*President*

## Compliance, Expertise and Results

Bsc. Business School HEC Montreal - Canada

Danielle closed multi-million \$US deals with renowned US & European pharma companies. Her recognized insights capabilities, proven professional expertise & in-depth knowledge of integrated pharmaceutical organizations are her best assets at the Service of her clients; this includes Business Development, Pharma Affairs/Quality/Production, R&D, Marketing Access, Sales coupled with strong legal and financial backgrounds in a highly regulated industry.



**Nicolas NOUGAROLIS**  
*Marketing & Innovation mgr*

## Market thinking to propel your business

Industrial Pharmacy Montpellier - France

As a consultant, Nicolas intensifies AVEOM's strategic thinking based on his recognized pharmaceutical insights and strong analytical skills of key market drivers : pharmaco-medico economics. Nicolas solidifies the team with market research, marketing plan, innovation process management and product launch capabilities. His vast experience in managing professional networks such as Key Opinion Leaders, groups of pharmacists, nurses and building and organizing competitive intelligence are valued assets to our client's success.

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## **Carine ALVES - Business Developer**

**Master at ISG LYON in Project Management** - Carine works with Danielle and oversees commercial relationships and development. Her activity is worldwide. She is fluent in French, English, Portuguese and Spanish. She has proven abilities in business development and marketing. She is the main contact for any business query.



## **Eric VINCENT - Market Intelligence**

**BSc. HEC Montreal CANADA & Master's Degree IAE Lille FRANCE in Marketing** - Eric is missioned to identify product opportunities and to research global markets & value added innovations. Eric business insights skills and marketing knowledge coupled with sound computer aptitude are now at the service of our many clients.



## **Tendresse OLONGE - Executive Assistant**

**Master at ESAM LYON in management, development & Strategic management** - Tendresse supports the executives and the team in all aspects. She takes care of customer relationship and accounting duties, coordinates congress organization and travel arrangements, manages the office operations including contract reviews and signature process

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*Collaborate now for **profitable growth***



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<https://aveom-pharma.com>



<https://www.linkedin.com/company/aveom-pharma>



AVEOM PHARMA  
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