



# *SAVINGS WEEK*

**Day 3 – Software and  
Executive Strategy**

by

**BIO Business Solutions®**

The largest cost savings program for  
the life sciences industry.

# Biotechnology Innovation Organization (BIO) Overview

Largest advocacy association representing the Life Sciences Community



John F. Crowley  
*President & CEO*

# BIO Business Solutions: A Membership Benefit

## What is it?

**21 pre-negotiated contracts that members can use at no additional cost**

BIO performs the due diligence to ensure:

- All products and services are available to all members
- Favorable rates are achieved through the leverage of all members
- Regularly updated terms that follow industry trends

**LEVERAGE**

## Lab & Facilities



## HR & Insurance



## Corporate Services





# BBS by the Numbers



TOTAL ANNUAL SPEND



AGGREGATE SAVINGS



COMPANIES PARTICIPATING

6,000

BBS PROGRAMS USED



Participating Companies

AstraZeneca, Biogen, BioMarin, Bristol Myers Squibb, Genentech, Gilead Sciences, GSK, Incyte, Lonza, Merck, Moderna, Novartis, Novo Nordisk, Pfizer, Regeneron, Sangamo, Vertex, and more.

# BIO Business Solutions® Team



**Jeff Vallerga, Vice President,  
Business Development**  
Affiliate Support - Midwest



**Tamy Dalal, Vice President,  
Business Solutions**  
Partner, Marketing, Financials



**Jim Seymour, Regional  
Business Development  
Manager**  
Affiliate Support – East Coast



**Neil Lynch, Regional  
Business Development  
Manager**  
Affiliate Support – West



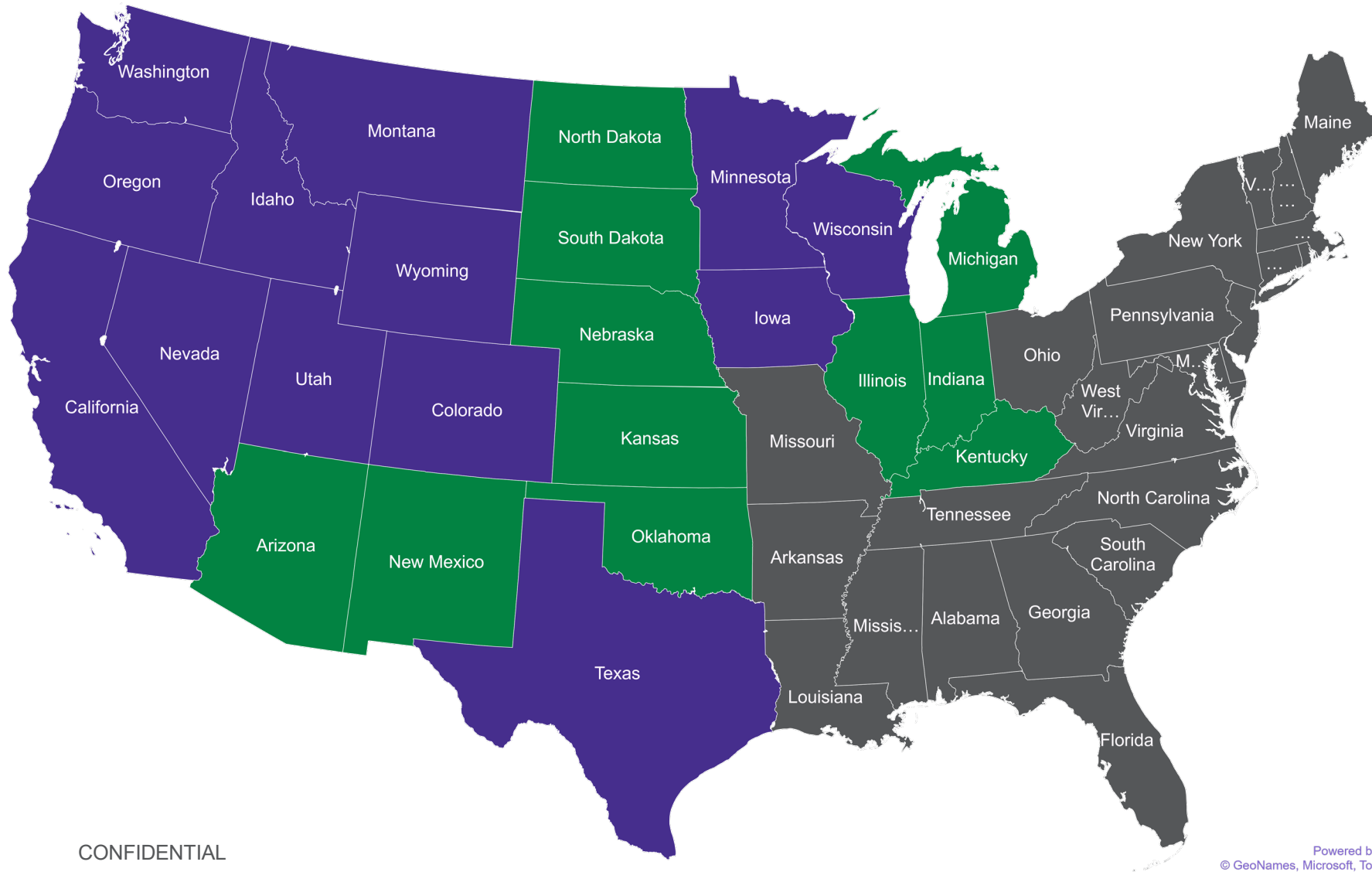
**Anna Baskina,  
Senior Manager,  
BIO Business Solutions**



**Dalexi Carrillo,  
Director,  
Communications & Data Analysis**



# BIO Business Solutions® BD Team



■ Neil  
■ Jeff  
■ Jim



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# Endorsing State Life Science Associations



# Today's presenters



# ShareVault

Jon Napoli

Senior Account Executive





Jon Napoli  
ShareVault | Sr. Account Executive  
[jnapoli@ShareVault.com](mailto:jnapoli@ShareVault.com)  
(408) 335-3187 (d)

Accelerating Transactions in Life Sciences

# How ShareVault **Speeds up & de-risks deals**



# Who **We** Are?

**ShareVault is a deal enablement platform** that helps companies accelerate due diligence, maximize valuations, and present themselves as truly deal-ready.

**We go beyond simply sharing files** — we help our customers demonstrate to the market that they protect intellectual property, operate securely, and are prepared for high-stakes scrutiny.

Our platform is trusted for critical transactions such as mergers and acquisitions, fundraising, strategic partnerships, licensing deals, and clinical trials.

By combining secure document sharing with tools that simplify workflows and enhance visibility, ShareVault enables companies to put their best foot forward and drive better deal outcomes.



# What Is A **Virtual Data Room**?

The term “**Virtual Data Room (VDR)**” is the industry’s legacy label for secure online document sharing platforms.

While traditional VDRs focus on being digital filing cabinets, ShareVault is paving the way for a modern approach.

We frame our category as **deal enablement** — because the true value is not just storing documents securely, but enabling faster, smarter, and more confident deal-making.





# The VDR **Market at Large**



## **Good Data Rooms**

Intuitive, fast, and investor-friendly

Drive smoother deals, higher valuations, and stronger engagement



## **Bad Data Rooms**

Slow and clunky, creating friction

Delay deals, erode confidence — and risk stalling or killing your deal



# When Time **Equals** Valuation



Every Week  
of Delay =  
Lost  
Momentum

Faster  
Diligence =  
Stronger  
Investor  
Confidence

Closing  
Sooner =  
Protects  
Valuation &  
Fuels Growth

Capital in hand means **you can focus on what matters most:**

- Advancing R&D
- Securing FDA clearance
- Initiating clinical trials
- Bringing therapies to market

# What ShareVault Delivers



## **Instant Credibility** –

Trusted by leading pharma & biotech investors and partners



## **Simplicity** –

Intuitive, user-friendly, zero training required



## **Speed** –

Accelerate diligence with seamless, well-organized access



## **Security** –

Safeguard your IP and critical documents with enterprise-grade protection



# Member **Success Story**



**Dicerna Pharmaceuticals + ShareVault**  
10+ Years of Successful Transactions  
Powered by ShareVault



**\$200M**  
Licensing  
Deal –  
Roche

**\$240M**  
Asset  
Divestment  
– Royalty  
Pharma

**\$100M**  
Partnering  
Collaboration  
– Eli Lilly

**\$90M**  
Raised –  
IPO

**\$3.3B**  
Acquisition  
– Novo  
Nordisk  
(2021)

# Customers We've Accelerated Diligence for



# The ShareVault Advantage



Intuitive, fast &  
easy to use



Two-factor  
authentication



Offline access



Mobile device  
support &  
native iOS app



Connectors to Box,  
DropBox, Office365,  
Docusign, & SharePoint



Remote shredding  
& screenshot  
blocking



Plug-in free  
document  
viewing



Automatic PDF  
conversion



Drag & drop



Preservation of  
hyperlinks between  
documents

# About ShareVault

ShareVault is a cloud-based platform with bank-grade security allowing organizations to securely control and monitor confidential documents being shared with outside parties.

## History

- ShareVault launched in 2007
- Customers in 48 countries
- Tens of billions of dollars in transactions facilitated

## Industry Use

Life sciences, Financial services, Real estate, Legal, Energy/Natural Resources, Tech/Cleantech

## Applications

- M & A Buy & Sell Side Fundraising
- Corporate Divestitures
- Management Buyouts
- Restructuring Advisory
- Other Capital Market Transactions
- Board Communications
- Licensing Deals



**LEARN MORE**

[www.sharevault.com](http://www.sharevault.com)

# PSC Software

Ryan Ciarcia

General Manager of Software





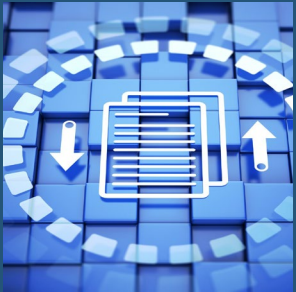


# Smarter Compliance with ACE<sup>®</sup>



## Comprehensive Process Integration

ACE<sup>®</sup> unifies document, asset, supplier, and agreement management for life science organizations on a single platform.



## Enhanced Efficiency

Digitizing management processes boosts operational efficiency and productivity, reducing manual tasks and paper documentation.



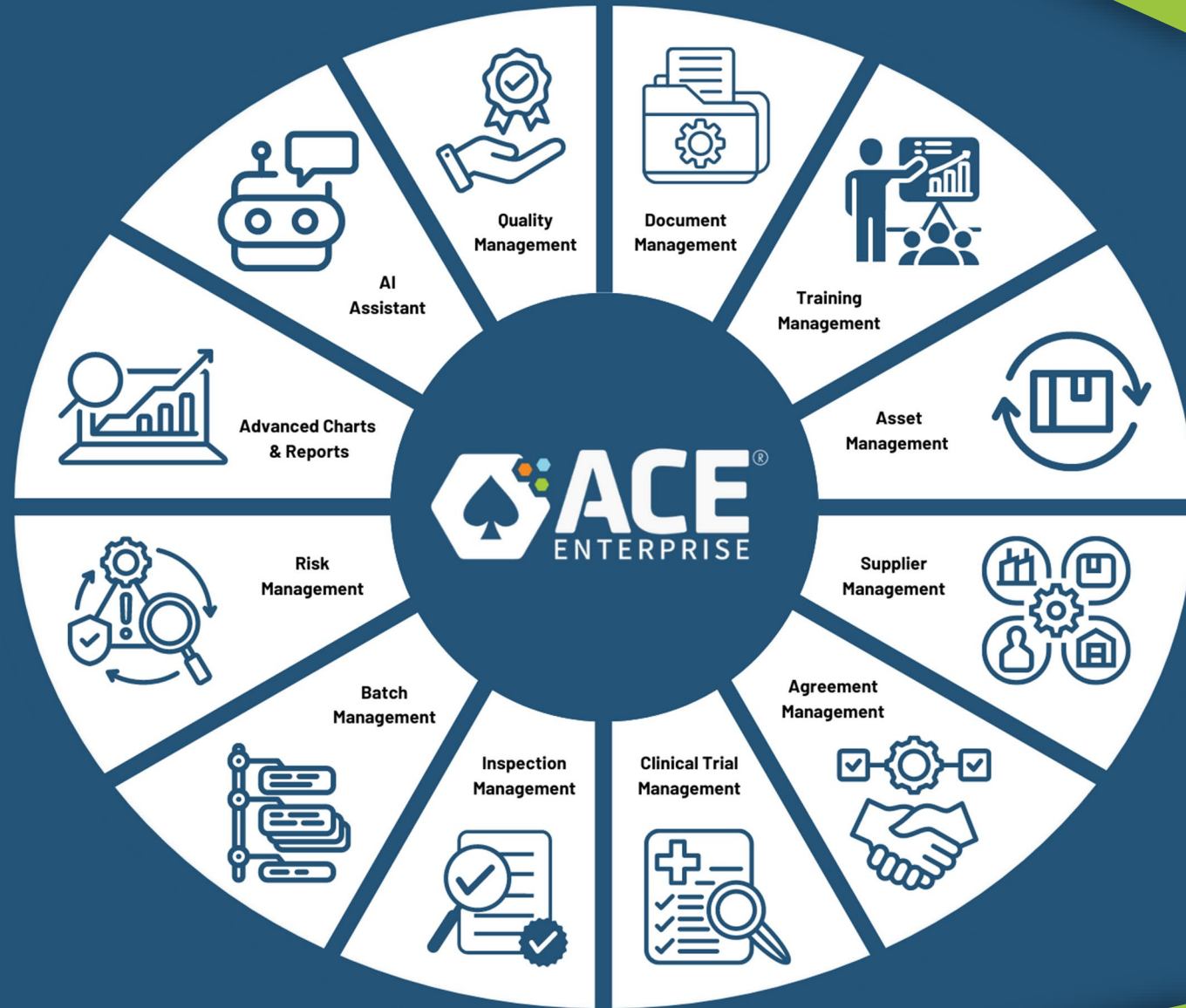
## Regulatory Compliance Assurance

ACE<sup>®</sup> helps organizations maintain consistent regulatory compliance through digitalized audits and inspections.



# ACE<sup>®</sup> Overview

- Holistic, Cloud-Based Solution
- iOS and Android Compatible
- Full Integration Capability
  - SSO, Office365, Salesforce, SAP, Oracle, ServiceNow, ADP and more
- Intuitive User Interface (UI)
- Adaptive and Highly Configurable
- Integrated Analytics and Visualizations
- FDA 21 CFR Part 11, ISO, and HIPAA Compliant
- Multilingual Support
  - English, Spanish, French, German, Italian, Japanese, Chinese (Traditional), Chinese (Simplified) & More



# Our Client Base



Trusted by  
25,000+ users  
from over 200+  
companies  
worldwide



# Client Case Study



**DKSH**

+



**ACE<sup>®</sup>**

DKSH Taiwan Healthcare's Quality Assurance Team has launched the eQMS system powered by ACE<sup>®</sup> (Adaptive Compliance Engine<sup>®</sup>) to enhance quality, compliance, and agility across healthcare operations.

To improve workflow efficiency and accuracy, the team digitized SOP and training workflows—streamlining operations and achieving a 53% reduction in paper usage in 2024. Through three workshops and two training sessions, stakeholders were supported at every step, and the proven results deepened trust in DKSH's solutions and partnership.

With over 2,000 quality records already logged and Phase 2 underway, eQMS is shaping a more efficient, transparent, and sustainable healthcare future. This success inspires continuous improvement and positions DKSH as a trusted partner and leader in digital quality excellence across global operations.

# BIO & State Life Science Member Benefits

## Member Offer

15% off

- User Licensing
- Configuration Services
- Validation Services





# Contact & Next Steps

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**Email: [sales@pscsoftware.com](mailto:sales@pscsoftware.com)**

Our team will provide you a personalized demonstration of ACE® to best meet your organizational needs

Or go to [pscsoftware.com](https://pscsoftware.com) to learn more

# BiotechExec

Russell Allen

Chief Executive Officer (CEO)





BIOTECH  
**EXEC**

LIFE SCIENCE EXECUTIVES

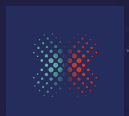
**On Demand**

# | Business Challenges

**MANY LIFE SCIENCE COMPANIES FAIL BEFORE THE SCIENCE HAS EVER HAD AN OPPORTUNITY TO PROVE ITSELF!**

## **Common reasons for business failure:**

- Lack of funds & finding investors
- Business execution
- Team dysfunction
- Progress too slow for the market & investors

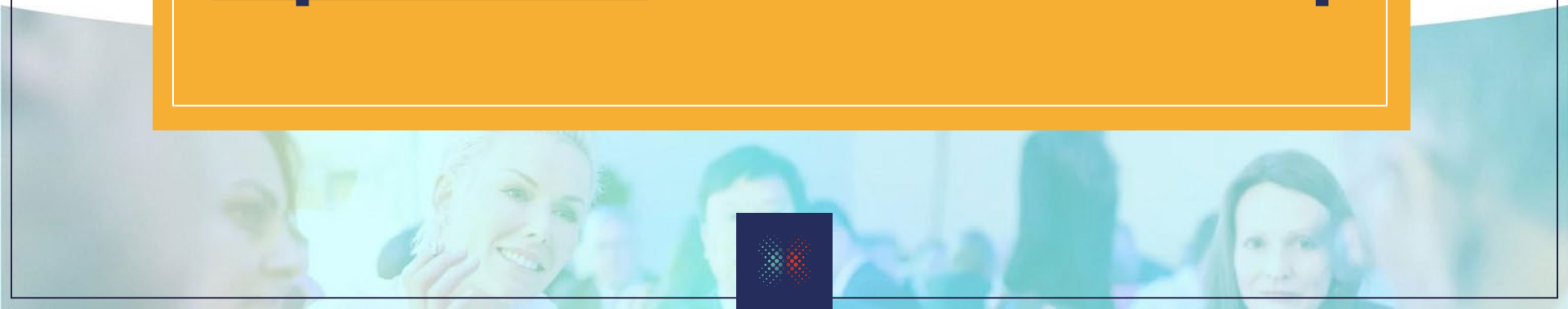


Q

What do life science **innovators** need to advance their company?

A

Experienced C-Suite Leadership



# Our **Novel Solution** The **IGNITE** Network



With over 450 outstanding professionals, we offer extensive industry knowledge, strategic skills, valuable connections, and a demonstrated history of leading companies to achieve success.



## OUR SERVICES

-  Consulting & Advisory Projects
-  Fractional & Interim CXOs
-  Conversion to Full-Time Executives
-  KOLs, SAB members, Mentors, EIRs, Board Directors



# | Service Options

## Consulting & Advisory

- **Project focus**  
e.g. financial model, valuation,  
reimbursement strategy,  
regulatory pathway,  
market/business assessment
- **Ad hoc hours**
- **Hourly fee**

## Fractional Placement

- **Affordable & efficient**
- **“Try before you buy”**
- **Flexible engagements**
- **Exec team member**
- **Fixed hours/month**

## Full-Time Placement

- **Conversion to full-time  
or direct placement**
- **Similar to executive  
recruiter fees**
- **Partial credit for  
previous fees paid**
- **Staffing and search  
available via partners**

**Other placements:**

**Key Opinion Leader (KOL), Scientific Advisory Board (SAB), Independent Board Directors.**

# |IGNITE Network Exec Profiles

## C-Level Experience

- CEO
- COO
- CBO / CBDO
- CCO (commercial)
- CCO (compliance)
- CSO
- CMO (medical)
- CMO (marketing)
- CTO
- CFO
- CHRO
- KOL
- SAB
- Board Director

## Areas of Expertise

- Therapeutics
- Medical Devices
- Diagnostics
- Digital Health
- CRO / CDMO
- Health Services

## Other Characteristics

- Average C-level experience: 20+ yrs
- Referral only
- Extensive investor & strategic contacts
- Experience with consulting and fractional work
- Demonstrated passion

# | Our Unique Model

## THE PROBLEM

Hard to find domain experts with track records of success



Long-term contracts with high risk



Average exec search takes 9-12 Months



High cost to engage top executives



Shortage of expertise in most locales



## OUR SOLUTION

Experienced matched domain experts



Flexible contracts



Leadership in place in less than one month



Value-based and efficient solutions to save cost



National network with remote and hybrid work options



# | Our Differentiation

## Our Network

- Seasoned, life science industry C-level execs
- Large size & US-wide
- Execs come from referrals, not from searches

## Our Services

- Consulting & advisory services (from seasoned execs)
- Fractional/Part-time placement (affordable & “try before you buy”)
- Conversion to full-time placement

## Our Expertise

- “PrecisionMatch” done by industry experts
- Candidates presented in days, execs placed in weeks, not months

## Our Focus

- Only life sciences – therapeutics, devices, diagnostics & digital health
- Only C-Suite – CEO, COO, CBO, CSO, CMO, CFO
- Accelerating young emerging company progress & success

# **| BIO & State Association Member Benefits**

## **10% discount on BiotechExec's menu of services**

- Hourly Advisory Services
- Fractional or Contract CXO Placement
- Full-time Placement or conversion from Contract
- Board Director, SAB, and KOL Placement
- Consulting Assessments, Projects, etc.
- Precision Match – discovery, assessment and candidate matching consulting sessions
- Business Viability Assessment and Business Planning

**Complimentary first advisory session (1 - 1.5 hrs)**



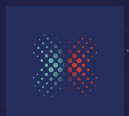
# | Customer Testimonials

**"BiotechExec has accelerated our commercialization and science faster in four months versus the previous three years."**

- Founder & President, Biotech

BiotechExec's IGNITE consultants were identified and placed on an ongoing basis to evaluate the following: IP Strategy, Animal Studies, Positioning, Licenses and Acquisitions strategy. Expertise included immunology, oncology, and scientific advisors.

This client has engaged seven different IGNITE executives over the past year and has converted one to their full-time Chief Scientific Officer.



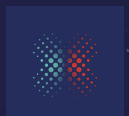
# | Customer Testimonials

**" Thank you for some great detective work to find such a unique skillset in a single person"**

- CBO/COO, Biotech

This client was looking for a CMC expert with experience in cell & gene therapy, viral vectors, and someone who has worked extensively with CDMOs, and speaks Mandarin. While BiotechExec didn't have this "purple unicorn" in our network, we leveraged our IGNITE network to get connected to a CMC expert who meets all the criteria.

The biotech expected that finding this expertise would take at least several months but from their initial request to their first meeting with our "purple unicorn" CMC expert was only 26 days.



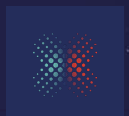


# | Customer Testimonials

**"I would like to extend my gratitude to BiotechExec for their efforts in sourcing a new Strategic Medical Advisor for our team. Securing expert talent with the flexibility we require has been challenging. BiotechExec used their proprietary platforms and experience to find an excellent match for our company."**

- CEO, Biotech

The average time to find a qualified candidate is 9 months. Our client tried to do this previously and could not find the appropriate candidate. BiotechExec was able to complete this placement in 4 weeks.





BIOTECH  
EXEC

**STEVE JOSEPH**

Executive Vice President,  
Strategic Partnerships



**Call**  
(650) 333-2030



**Email**  
[sjoseph@biotechexec.com](mailto:sjoseph@biotechexec.com)

# Today's presenters: Contact Information



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**Ryan Ciarcia**  
rciarcia@biotech.com



**Russell Allen**  
rallen@biotechexec.com



# Next Steps

- Fill out the inquiry form on [bio.org/save/inquiry-form](https://bio.org/save/inquiry-form)
  - Select the program(s) you're interested
- Email [save@bio.org](mailto:save@bio.org) with the same information

Companies are going to get more of a response as a member of BIO through these programs because they're seen as part of a large customer as opposed to a small company that's trying to make it on its own.

Isaac Young, Former GxP Procurement & Supplier Management Senior Director  
**Sangamo Therapeutics, Inc.**  
*BIO Business Solutions user since 1998*

Our analysis showed over 46% savings on lab supplies last year with additional savings on freight and hazardous material handling fees, as well as earned cashback rebates that are part of the Avantor program. We couldn't be happier.

Lynn Cilinski, Vice President & Controller  
**MacroGenics, Inc.**  
*BIO Business Solutions user since 2007*



# BIO Savings Week Schedule

## Upcoming Sessions

- **Thursday – Ops, Logistics & Travel**
  - ODP Business Solutions, Corporate Traveler, UPS Healthcare
- **Friday – BIO Business Solutions Overview & Avantor Spotlight**

## Previous Sessions

- **Monday – Lab Facilities & Regulatory Services**
  - American Laboratory Trading (ALT), SU Group, PSC Biotech
- **Tuesday – Finance & Insurance Tools**
  - Brex, ADP R&D Tax Credits, Aon Insurance and Human Capital Services

