



Knowledge. Discipline. Perspective.

# Risk and Insurance Management



## Customized programs to effectively manage internal and external risk for your organization

Life science companies face unique risks along the path from R&D to clinical development to commercialization. These may include capital constraints, regulatory roadblocks, missed endpoints, supply chain uncertainties and the competitive landscape, to name a few.

Danforth Advisors' Risk Management services provide a flexible and cost-efficient way to assess and mitigate risk across the breadth of your operations, including the design and implementation of the right combination of insurance policies. Each program is precisely tailored to a client's specific needs and managed by a Risk Management specialist with deep expertise in life sciences. We apply a crawl, walk, run approach to Risk Management, allowing the process to become embedded in the overall decision making within your organization.

## Key Considerations



- ✔ Our Risk Management specialists regularly partner with Danforth consultants working in other business capacities for clients, including CFO advisory, operational finance and accounting, clinical business operations and human resources – facilitating timely communication and information sharing between key functions.
- ✔ Our services are customized and variable, ranging from distinct projects through on-going management and reporting. Clients can activate the right resources at the right time and scale accordingly as their needs change – whether requiring an enterprise-level assessment of insurance coverages, safeguarding against competitive risks or initiating a clinical trial.
- ✔ We take a holistic view of your needs before identifying and engaging with the best insurance brokers to secure the right coverage. We have close relationships with many providers, sparing you the time and effort of doing the legwork and negotiations.

# How Danforth Can Help

We offer a wide range of services that are customized to meet the unique goals and requirements of each client engagement.



## Insurance Management

We apply an insider's perspective in the assessment of insurance needs, including policies, terms and conditions, limits and premiums – to ensure the right tapestry of coverages.



## SWOT Analysis

We perform an initial SWOT analysis to understand your company's strengths, weaknesses, opportunities and threats, both internally and externally.



## Risk Matrix

We create a matrix to rank likelihood and impacts of potential risks, which informs the prioritization of your mitigation efforts. (See figure 1)



## Mitigation Measures

We drill down to create a mitigation plan for each specific risk, including goals and associated action steps. This is done in conjunction with your staff to assure buy-in to the plan.



## Flexible Engagement Levels

We can provide recommendations or plans for you to execute, or we can remain engaged to oversee implementation, produce regular reports and update plans as needed.



## Documentation

Your board of directors, government agencies and other stakeholders require accurate reporting of potential risk factors. We regularly support this documentation, for example, by creating detailed overviews for 10-K financial statements.

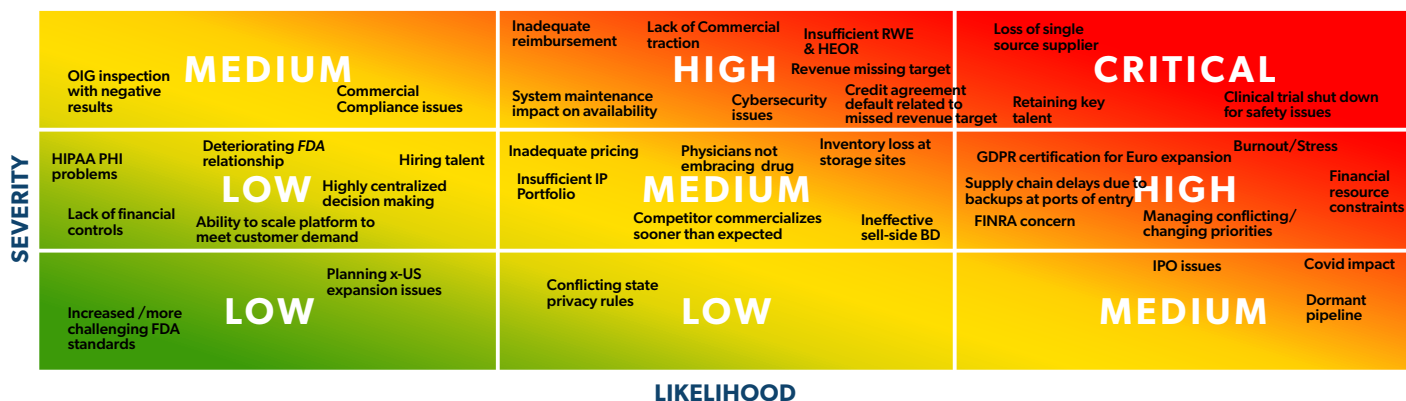


## Management Accountability

We develop dashboards to assist your management team in tracking progress against risks and for timely, transparent communication of your mitigation efforts with your board of directors.

Figure 1: Example of a client risk heat map

### ENTITY LEVEL HEAT MAP



## Contact

Danforth's Risk and Insurance Management services are accessible independently or as part of a broader engagement that may include services in the areas of Strategic CFO Advisory, Operational Finance and Accounting, Clinical Business Operations or Strategic Human Resources.

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## About Danforth Advisors

Danforth is the financial backbone to hundreds of life science companies, providing integrated and scalable consulting teams ranging from staff accountant through CFO. The company's services span the full breadth of a finance organization's needs, whether short or long term, including accounting and operational finance support, capital raising, financial planning and analysis, IPO preparation, post-public SEC compliance, clinical business operations management and strategic and operational human resources. Founded in 2011, Danforth has been a strategic and trusted thought partner to private and public life science companies across all stages of corporate evolution. The company serves clients nationwide from its headquarters in Waltham, Massachusetts and regional bases in New York, Philadelphia and San Francisco. Additional information is available at [www.danforthadvisors.com](http://www.danforthadvisors.com).