

Life Sciences, Well Run.

In biotech, risk and uncertainty are inherent. Willingness to experiment and fail is required. Therefore, you must control what *can* be controlled.

By running the business well *and* keeping fixed costs down, Danforth safeguards your ability to weather the *uncontrollable* – whether the pace of clinical progress, market conditions or employment trends.

What We Do

The Danforth Platform



Why Danforth?

We speak the language

The vernacular, cadence of product development and nuances of distinct therapeutic areas.

We understand the journey

Clinical trials, regulatory cycles, milestones and capital needs.

We integrate multiple business functions

Maximizing efficiency and leveraging institutional knowledge across roles.

We know the community

Biotech investors, bankers, attorneys, CROs and other pillars of the ecosystem – relationships we leverage in client engagements.

We contribute to the end game

Whether through commercialization, acquisition or other path, we equip life science companies for their best possible outcomes.

Strategic and Operational Support, Where and When Needed



C-Level Advisory

- Interim/fractional CFO, CPO, CMO
- Financing strategy
- Business development
- Exit strategies
- Wind-down management
- Preclinical and clinical strategy



Strategic Communications

- Corporate and financial communications
- Investor relations IPO support
- Merged media
- Key outcome, partnership and special situation communications
- Creative services: branding, website design, biomed illustration and video, infographics, presentations, social media campaigns



Finance & Accounting

- Operational accounting
- Accounts payable and receivable
- Financial statement preparation
- Audit prep and management
- Budget/LRP preparation and maintenance
- Cap table management
- Full IPO support including technical accounting and S-1/S-4 drafting



Human Resources

- Organizational design and development
- Talent acquisition and retention
- Performance evaluation and development
- On-boarding
- Payroll and benefits administration
- Workplace policies and compliance HRIS implementation and administration



Risk Management

- Enterprise risk assessment
- Mitigation planning
- Insurance assessment, negotiation and implementation
- Insurance broker evaluation and selection
- SWOT analysis
- Documentation and reporting for BOD, government agencies, financial statements, etc.



Development Strategy & Operations

- Preclinical advisory on roadmap to IND
- Chief Medical Officer advisory across all development stages
- Clinical Development Ops; trial management, clinical monitoring, program management, regulatory affairs, medical writing
- Clinical Business Ops; strategic outsourcing, vendor selection/oversight, contract structure/negotiation
- Clinical finance management

1000+

Companies Served

10+ years

Of success across multiple life science sectors

Drug Discovery/Development

Medical Devices

Precision Medicine

Digital Health

400+

Active Clients

~200

Consultants with sector-specific backgrounds

24+ months

Average engagement length

Client Snapshot

