

Life Sciences, Well Run

In biotech, risk and uncertainty are inherent. Therefore, you must control what you *can*.

We help life science companies **run the business, develop assets and launch products** with strategic know-how and operational efficiency.

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 know the community**
Biotech investors, bankers, attorneys, CROs and other pillars of the ecosystem – relationships we leverage in client engagements.
- **We can integrate multiple functions or provide individual services**
Alleviating the burden of fixed costs, maximizing efficiency and leveraging institutional knowledge across roles.

One Integrated Resource to Support Your Science



Run the Business

Operate and scale with efficiency; support growth, financings, and transitions

- Operational finance and accounting
- FP&A and technical accounting
- Financing strategy and execution
- Investor relations and public relations
- Organizational design and development
- Workforce planning
- HRIS administration
- Risk and insurance management
- Information security

Develop Assets

Ensure a well-informed clinical strategy; optimize the path to proof-of-concept and regulatory approval

- Preclinical and medical advisory
- Clinical development operations
- Regulatory strategy and submissions
- Medical writing
- Quality assurance
- Clinical/CMC outsourcing
- Clinical finance management
- Vendor negotiation and oversight

Launch Products

Apply a patient-centric commercial strategy to achieve launch and marketplace success

- Commercial readiness
- Market research
- Brand positioning
- Pricing strategy
- Launch strategy and roadmap
- Campaign development
- KOL engagement
- Post-launch marketing

1000+

Companies Served

10+ years

Of success across multiple life science sectors



Drug Discovery/Development



Medical Devices



Precision Medicine



Digital Health

450+

Active Clients

~250

Consultants with sector-specific backgrounds

32+ months

Average engagement length

Client Snapshot

