



# Developing solutions for life sciences companies

Protect and enhance your company's  
value today for sustained growth tomorrow

**Now, for tomorrow**





# Build and protect, with us

Navigate your company's and your product's value

Whether your company is public or privately held and whether you are operating in a single country or are a multi-national entity, all pharmaceutical, biotech and medical device companies are experiencing high levels of disruption in business activities.

At Baker Tilly, our team of Value Architects™ works with private and publicly traded life sciences companies, private equity firms and portfolio companies to help meet company goals in all stages of the business life cycle – from pre-commercial to growth to maturity to exit. Our work with stakeholders across the healthcare ecosystem – including life sciences, health plans and healthcare provider companies – provides us with a 360-degree industry view to address your needs.

With our established, in-house led departments and with our comprehensive industry knowledge, vast experience and strategic relationships from our work with hundreds of life sciences companies worldwide, we are able to provide actionable ideas and solutions in a wide range of functional areas within life sciences companies to help companies grow their business now, while anticipating tomorrow.



## Assurance



Life sciences companies operate in a highly regulated environment and must rely on a large volume of information to make daily decisions. Whether your life sciences company needs its financial statements prepared, compiled, reviewed, or audited; understanding new or upcoming accounting standards; or something more outside of the box, our team of specialized assurance professionals is here to help address your company's unique needs and reach your goals.

## Specialty tax



Life sciences companies face a variety of complicated tax considerations that can have large financial impacts on their business. At Baker Tilly, our specialty tax services team can assist you and your organization in maximizing tax deductions, understanding tax reform implications, utilizing tax credits, reducing your tax liability, mitigating risks and more.

## Transaction advisory and financing



Whether your organisation is looking to sell, refinance, acquire a competitor, or anywhere in between, your company needs a trusted advisor to maximize value and minimize risks. Baker Tilly is able to help companies at all stages of the business life cycle, and can help your organization with its financial operations, transactions, corporate tax and complex valuation concerns.



## Regulatory support and operational integrity



Life sciences companies operate in a heavily regulated environment that also has intense public scrutiny. To help further protect the value of life sciences products and corporate brands, our team of compliance and ethics specialists work with clients to ensure they are operating in accordance with local, federal and international regulations, and that they are doing so with integrity.

- Compliance and ethics
- Compliance risk and needs assessments
- Compliance auditing and monitoring
- Drug price transparency and reporting
- Global spend transparency reporting
- Fair market value (FMV) and key opinion leader tiering (KOL)
- Quality management and pharmacovigilance

## Bringing a product to market



Translating data and research to address a population's specific needs as well as navigating the unique demands of health plans, healthcare providers (HCPs) and patients is a complex exercise that has many potential pitfalls and stumbling blocks. At Baker Tilly, we help address all facets of bringing a product to market and having it resonate to be accepted by patients, physicians and health plans through our comprehensive set of solutions, including:

- Market access strategy and support
- Real-world evidence (RWE) generation

## Supporting your commercial needs



Whether you are an emerging life sciences company bringing your first product to market or an established company with multiple therapies, our team can help you navigate through the commercial and medical needs of your product and business.

- Commercial enablement
- Government and commercial pricing and contracting
- Philanthropy and external funding program design and support
- Medical affairs platform and strategy
- Patient support and advocacy
- Supply chain resilience
- Value-based contracting
- Information systems and design

## Governing evolving and complex risks



There is no doubt that life sciences companies and their executives face the fear, uncertainty and doubt of identifying, isolating and measuring risk. At Baker Tilly, our team understands the necessity of having the proper governance and controls to protect the value of your brand, and we have the solutions to further minimize these risks.

- Enterprise risk management (ERM)
- Internal audit
- Investigations and litigation support
- Third-party risk management/due diligence
- Data privacy and protection



Baker Tilly in the US is ranked one of the Top 20 Healthcare Consulting Management Firms (Modern Healthcare)



Baker Tilly in the US serves more than 450 pharmaceutical, biotech and medical device companies



Our Singapore and US teams have more than 800 professionals that help our clients win now while anticipating tomorrow



**The Baker Tilly team understands the financial issues related to growth and development of biotech companies and helps ensure we address those issues appropriately. Baker Tilly's international reach is [also] impressive.**

**With nearly half of our manufacturing taking place overseas, we need quality support across the globe. The Baker Tilly International network has provided us with seamless and sound business and reporting advice.**

**We receive the same quality and level of service regardless of location.**

**- CFO, Life Sciences Client**

# Global Expertise At Your Disposal

Baker Tilly's global network presence in 141 territories with over 43,000 professionals provides an extensive breadth of consulting expertise across every major function of your business requirements needed for growth.

## Connect with us

Baker Tilly helps companies protect and enhance value – building a foundation today for a more successful tomorrow. For more information on how we can support you, contact:



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# Baker Tilly International

We are proud to be a part of Baker Tilly network, a global network of independent accounting and business advisory firms.

We collaborate with other network firms to leverage our skills, resources and local expertise to help our clients grow locally, nationally and globally.

**Baker Tilly International** has been named 'Network of the Year' at the **International Accounting Forum & Awards 2023**



**US\$5.2bn**  
GLOBAL REVENUE



**141**  
TERRITORIES



**658**  
OFFICES



**43,000**  
PEOPLE



**NORTH AMERICA**

**US\$2,301m**  
2 TERRITORIES



**LATIN AMERICA**

**US\$161m**  
29 TERRITORIES



**EUROPE,  
MIDDLE EAST  
& AFRICA**

**US\$1,681m**  
88 TERRITORIES



**ASIA PACIFIC**

**US\$1,031m**  
22 TERRITORIES





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Baker Tilly is a full-service accounting and advisory firm that offers industry specialised services in assurance, tax and advisory.

At Baker Tilly, we are ready now, for tomorrow's challenges. We believe in the power of great relationships. We lead and listen for great conversations. We channel change into progress for great futures.

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