



**ulbrich&partner**

Management Consulting

**The consulting firm with  
special expertise in  
pharmaceutical, life science and  
health-care industries.**

**“Responsibility involves not only what one does, but also what one does not do.”**

(Laotse)

We see ourselves as experienced entrepreneurs, who have made it their business to advise other entrepreneurs as well as actors in the health-care sector. ulbrich&partner Management Consulting provides integrated and individual consultancy for your company. Since we offer both an individual consultant with many years of management experience and, at the same time, an international network of experts. Thus, as our client, you benefit from a consulting team put together to match your needs exactly, speaking your language, finding customized solutions for you – and implementing them.

Our consulting team consists of managers with many years of operative experience and profound industry know-how. We are natural scientists, medical doctors, pharmacists, lawyers, tax consultants, chartered accountants, and human resource advisors with varying key competencies. We support you at the level of start-up and financing, overall management of business operations, human resources and organizational development, drug development and clinical trials all the way to market approval, and also strategy and M&A/transaction consulting including crisis consulting.



Dr Claudia Ulbrich

**Dr Ulbrich is a medical doctor and health economist.**

**She held various managing positions in the pharmaceutical industry and was founder and successful manager of a biotechnology firm. In 2007, she merged her long-standing experience and contacts in the formation of ulbrich&partner consulting.**

**In addition, Dr Ulbrich is actively engaged in various professional associations, committees, and scientific institutions.**



## Services

We carefully analyze all key factors, define project goals and objectives in cooperation with our clients, develop solutions, and assist you in their implementation.

### Corporate Planning and Management

- > Strategic development
- > Devising a business plan and reviewing it
- > Product pipeline consultancy
- > Business model analysis
- > Human resource management
- > Crisis consulting (interim and turnaround management)

### Financing

- > Planning individual financing concepts
- > Search for investors
- > Investment consulting for investors

### Transactions

- > Transaction consulting
- > Search for partners
- > Product pipeline evaluation
- > Business valuation/due diligence:  
commercial and technical due diligence

### Operative Management

- > Technological analysis and assessment of market potential
- > Process optimization, project management
- > Consulting service partners and committees,  
e.g. CMOs, CROs, and Advisory Boards
- > Implementation and assistance in drug development processes
- > Health economy assessment

In an increasingly complex health-care market, our independent, objective consulting teams promote your success by means of know-how and the right contacts.

## **Contact**

Your first contact at  
ulbrich&partner Management Consulting  
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