

Consulting & HealthEconomics

strategy
consulting
company
specialized
in healthcare
issues

nextep^{•••}
Consulting & HealthEconomics



Reconciling Healthcare with Economics



Challenges

Our healthcare system needs new ideas; increasing budgetary pressures across countries and continents, ageing population with more chronic diseases, medical progress, major changes are taking place in the environment of the healthcare sector. In daily business, health actors try to adapt and reinvent themselves to meet these challenges while sustaining the cohesive healthcare system, accessible to all, that we are proud of. Identifying solutions, rethinking methods, looking for alternatives are all challenges that drive us every day.

Project


Nextep was set up with the aim of responding to the growing need for building a common understanding and convergence between health actors and public authorities. After 15 years of growth, our commitment is reinforced and strengthened. Today, we provide guidance to local and international companies, professional organizations and associations, in their daily work, their projects, their positioning and their investment in favor of patients.

Vision

Nextep promotes a comprehensive approach to healthcare. We intend to meet the challenges of our clients with the aim to reconcile the human aspect, business, economy and healthcare topics. By removing boundaries and opening perspectives, we are dedicated to better understand and address key industry concerns issues while developing a sustainable business practice internationally.

Identity

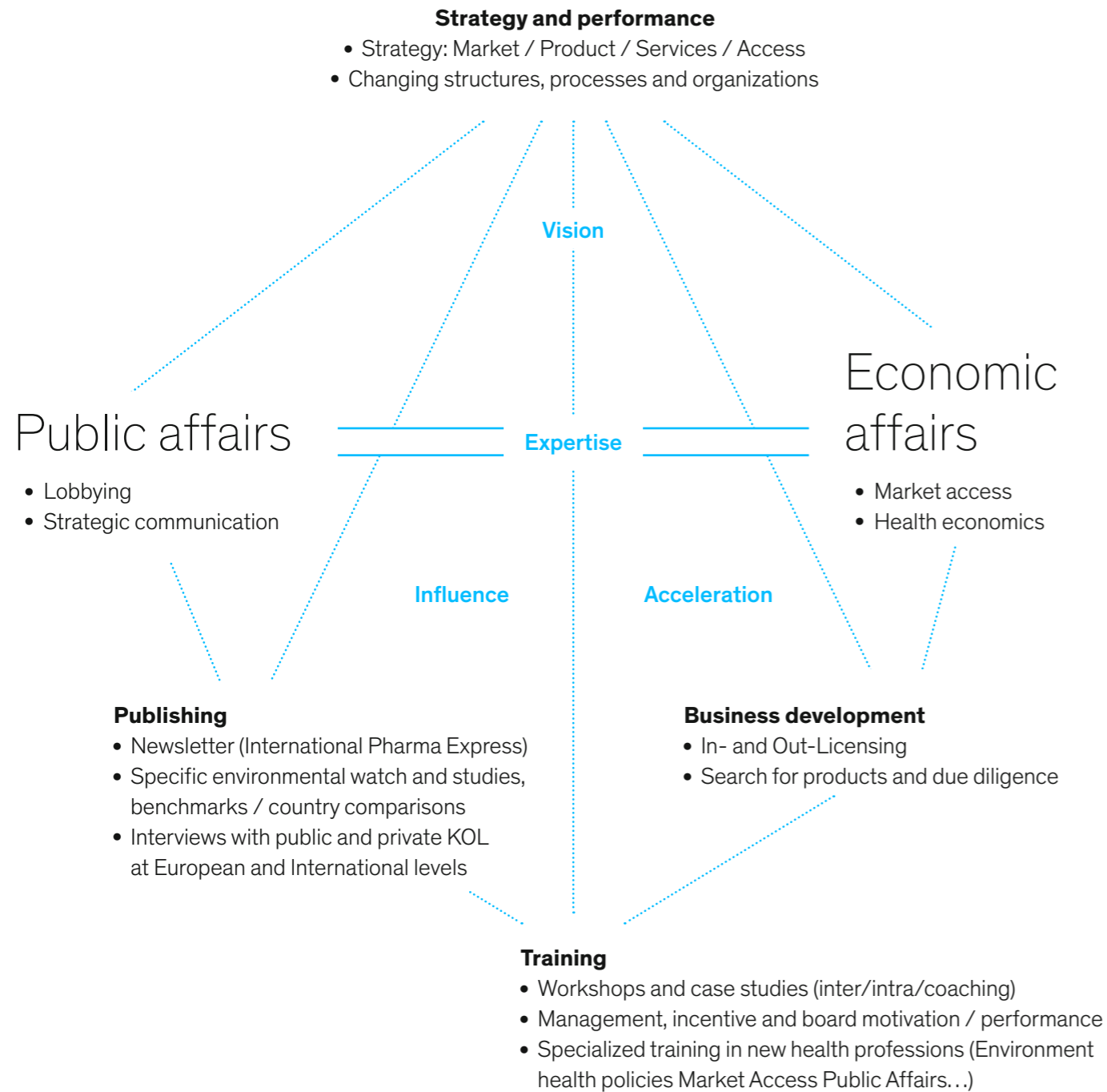
As most of our clients are mostly opening internationally, their issues are not only national but global and our ambition is really to be close to their needs for an external support able to “think global and act local”: An European strategic approach and a local implementation.



Guillaume Bouchara
President and Founder

Know-how

Sharing the vision, providing expertise, accelerating change in organizations and contributing to the development of the healthcare ecosystems in Europe



Singularities

Leading "Boutique" in strategic consultancy in the health sector

Targeted consulting services for health leaders

- Exclusively positioned in the healthcare sector that acts as consultant and interface between private and public decision-makers
- Two core businesses, i.e. Public Affairs and Economic Affairs, strengthened by strategy, management and organizational skills
- The combination of these expertises ensures the ability to resolve complex issues and enables us to make both strategic and operational recommendations
- A reference intermediary in your political, economic and regulatory processes at the highest level of decision-making in organizations

A specialized "boutique" type structure

- A human-sized firm that is responsive and independent in terms of both its capital and its creative and entrepreneurial approach and mindset
- Tailored solutions specifically designed for health organization
- Capability to provide consulting services at European and international level thanks to a coordinated network of specialized partners

Innovation- and performance-oriented mixed teams

- In-house consultants and experts from different backgrounds (health economists, physicians, pharmacists, legal experts, communication experts...)
- An Advisory Board composed of high-level experts in the field of health
- Strong positioning and specialization in activities with high added scientific and medical value
- A continuous commitment giving priority to tailoring, availability, proximity and the development of longstanding relationships with our clients and their teams

Method

15 years of experience focused on: Strategy, Processes,
Cross-disciplinary approach and ethics

1

Placing deontology and ethics at the core of our business

- Compliance with the obligation of confidentiality given the strategic nature of the dossiers
- Special vigilance in applying the existing laws and regulations of professional ethics in our practices and approaches (Sunshine act, FCPA, etc.)
- Implementation of in-house compliance rules and procedures related to health sector issues
- Nextep is a member of the French association of lobbying and public affairs consultancies (AFCL)

2

Systematically tailoring our interventions to the challenges and strategy of our clients

- Be a real partner by listening our clients' needs in order to identify personalized solutions
- Sharing the strategic vision, expertise support and guidance to accelerate organizational development and transformation
- Taking into account the changing environment to facilitate change and participate effectively in the evolution of the healthcare systems

3

A cross-disciplinary approach to health sector issues

- Involvement of partners, managers and members of the Advisory Board at project start-up to consider all relevant approaches
- Project teams specifically dedicated to the implementation of your action plan
- A network of high-level partners that can be mobilized for your media campaigns, legal advice, financial, organizational or HR analysis
- Deliverables enriched and validated by internal senior experts and specialized external experts

4

Enforcing rigorous processes to deliver optimum quality in each of our missions

- Quality deliverables and strict adherence to deadlines
- Quality control and production processes implemented to validate the performance of our missions
- Reaching for excellence to meet challenges and achieve successful completion of projects with our clients

They place their trust in us...

Abbott
Abbott Diabetes care
Abbvie
Agipharm
Allergan
Amgen
AstraZeneca
Baxter
Bayer HealthCare
Becton Dickinson
Boehringer Ingelheim
CSL Behring
Daiichi-Sankyo

BMS
Edwards Lifesciences
Famar Health Care Services
Gilead
GlaxoSmithKline
Janssen
Krys Group
Leem
Leo Pharma
LFB Biotechnologies
Lilly
Medac
MSD

Merck Serono
Mundipharma
Novartis
Pfizer
PhRMA
Roche
Sanofi Pasteur MSD
Shire
Takeda
Teva
ViivHealthCare





Consulting & Health Economics

18 – 20 Place de la Madeleine
75008 Paris – France
Tel. +33 (0) 1 53 38 44 50
Fax +33 (0) 1 53 38 44 51
www.nextep.fr