



**Dr. rer. nat. Lutz Mueller-Kuhrt (Ph.D.)
Chief Executive Officer**

AnalytiCon Discovery GmbH
Hermannswerder Haus 17
14473 Potsdam / Germany
Email: lmk@ac-discovery.com
Phone: +49-331 2300 310
Fax: +49-331 2300 333
www.ac-discovery.com

Summary

...We can fully recommend the integration of S & P (Dr. Mertens) to any company in the life science industry, which is or must actively deal with validation of its strategy and an associated adjustment of the processes, or reorientation of the organization and key actions.

Testimonial

We are a life science company with around 60 employees who have asked S & P to help them review the strategy, a desire shared by the company's shareholders and management.

Over a period of approximately one year, under the leadership of Dr. Mertens, two projects and several sessions a week led to a thorough inventory of all the company's activities. Both the technical area (product offering, process optimization), business development, marketing & sales as well as the commercial sector were equally analyzed.

S & P (Dr. Mertens) succeeded in uncovering crucial weaknesses in a surprisingly short time, in cooperation with the management and the extended management, and to formulate clear solutions. Dr. Mertens was characterized by the fact that, at every stage of the consultation and with all his recommendations, he always prioritized the development of our company - not the interests of individual persons and groupings. All colleagues involved in the consulting project actively and energetically participated as a result of the integrative moderation and skillful leadership of Dr. Mertens.

A large number of resolutions were adopted in the context of task forces and special projects and were implemented consistently in a large number of cases. Examples include new compensation systems for business development / sales, the introduction of tools for project evaluation or the decision for targeted investment in success-critical areas. In addition, the establishment of a management committee has led to more entrepreneurial decisions being made, more broadly supported and better implemented.

We can fully recommend the integration of S & P (Dr. Mertens) to any company in the life science industry, which is or must actively deal with validation of its strategy and an associated adjustment of the processes, or reorientation of the organization and key actions.
