

Aliro Consulting

Increasing access to healthcare



About Us

“Aliro” is a word taken from Esperanto, a global language and means “Access”.

As a boutique consulting firm, we work in collaboration with scientists, industry and global health actors to increase access to medicines and diagnostics especially in developing countries (e.g., Africa, Asia, and Central Europe).



Bio



Fabrice Gerard

Fabrice Gerard, is an innovative and dynamic leader with +15 years of global experience in public, non-profit and private sector organizations addressing major global health issues affecting un-served and underserved populations in Asia, Africa and Eastern Europe.

Graduated from laboratory school, Fabrice spent several years collaborating with Médecins Sans Frontières (MSF) and strengthening laboratory services in HIV/TB highly affected countries. In 2005, he moved to the Clinton Foundation and was appointed China Laboratory Program Director till mid-2008.

In 2008, Fabrice moved to the private sector to held various commercial and non-commercial positions at Abbott Molecular, playing a key role in the conception and implementation of innovative in-country partnerships to increase the utilization of more advanced technologies.

His major area of expertise lies in Business Development and Strategic Consulting, Health Policy and Stakeholders / Payers management (international and country-based) and Public – Private Partnerships. Fabrice speaks French and English and has lived in Vietnam since 2009.

Bio



Laurence Phillips

Laurence Phillips, is a scientist with over 20 years of experience in the clinical development and commercialization of human pharmaceuticals and molecular diagnostics. He has extensive experience in creating access in emerging markets like India and Sub-Saharan Africa.

After studies in Biology and Chemistry, Laurence began work at the University of He led Boehringer Ingelheim's global virology business and served as chair of the Accelerating Access Initiative and initiated industry programs to promote access to care.

He moved to moved to the AXIOS foundation and began work as Vice President of Strategic Development. He guided drug access programs in Tanzania and founded programs to increase the availability of quality diagnostic services. He moved to Abbott pharmaceuticals and later to their molecular division.

He served as clinical / business advisor during the evaluations, development and in-licensing of molecular based assays he received a patent for the invention of novel sample collection methods for molecular assays. Laurence speaks English and German. He lives in Germany since 1988

Our Objectives

Improve

AC collaborates with innovators and service providers to better characterize and distinguish key products from the rest of the field

Increase

AC collaborates with innovators and service providers to increase and maintain their share of voice at critical market junctions

Implement

AC applies unique methodology and collaborates with trusted networks to ensure our client's products and services are presented in relevant market context to key Stakeholders

Our Services



Policy Shaping

- Communication Strategy
- Stakeholder mapping - Stakeholder engagement
- Partnership opportunities
- Impact analysis



Access

- Program assessment, development & implementation
- Distribution and Regulatory frameworks
- Partnership opportunities - Risk Analysis



Market Intelligence

- Market research
- Value proposition



Business Development

- Enable “Think Global, Act Local”
- Commercial Strategy
- Marketing Strategy
- Competitor Intelligence

Our Company

- **Office**

Hong Kong

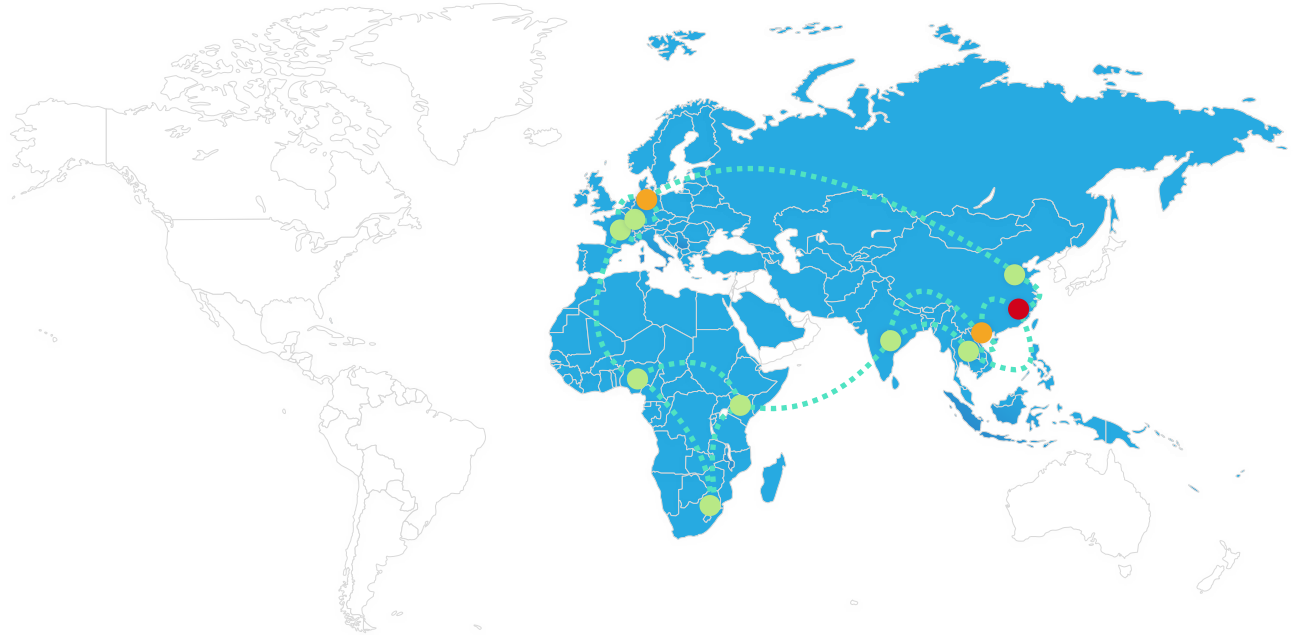
- **Managing Partners**

Germany
Vietnam

- **Consulting Partners**

China
India
Nigeria
South-Africa
Thailand
France
Switzerland
Kenya

- **Focus Area**



Our Clients (non-exhaustive)

MULTINATIONAL COMPANIES

- Abbott
- Alere
- Gilead

NON FOR PROFIT ORGANIZATIONS

- FIND
- ASLM



SMALL SIZE / START-UPS

- Abbott
- Alere
- Gilead

UN AGENCIES

- WHO

Business Cases

Business Development - Start-Up

Support

Business development support for a Canadian life science product development firm with primary focus on "Go to Market" strategies including – but not limited to - the development of business plans, fundraising strategies, market assessments, policy/regulatory landscape and necessary collaborations at global and country levels (November 2015 to January 2017) .

Impact

Following Aliro Consulting advice, client redesigned commercial product to meet market needs, redefined manufacturing sourcing, market and regulatory strategies for profitability. The client has returned to R&D and successfully raised needed (€2,4 Million) operating capital from investors in 2017 to secure development and - in 2018 - established manufacturing capability in China.

Business Development - Small sized Company (<40)

Support

Business development support for a Danish life science small sized company with primary focus on "Go to Market" strategies including – but not limited to - the development of business plans, fundraising strategies, market assessments, policy/regulatory landscape and necessary collaborations at global and country levels (Starting date: November 2016)

Impact

Following Aliro Consulting advice, after 2years collaboration, the company has already launched its product in 3 high- prevalence country markets and soon to be SSA and India (2019). The total projected market for the company flagship product is expected to be up to \$400m by 2025.

In addition, Aliro Consulting is leading company's activities with Global Health Agencies to position the innovative solution and potential expansion into new market segments. This step establishes the company to develop new ID and Global Health Security portfolio.

In Summary

Working with Aliro Consulting, you do access a boutique consultancy company providing



EXPERTISE in LMICs



NETWORK @ Global
and Country Levels



ACCESS Focused



ASIA



Africa

Thank you

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