

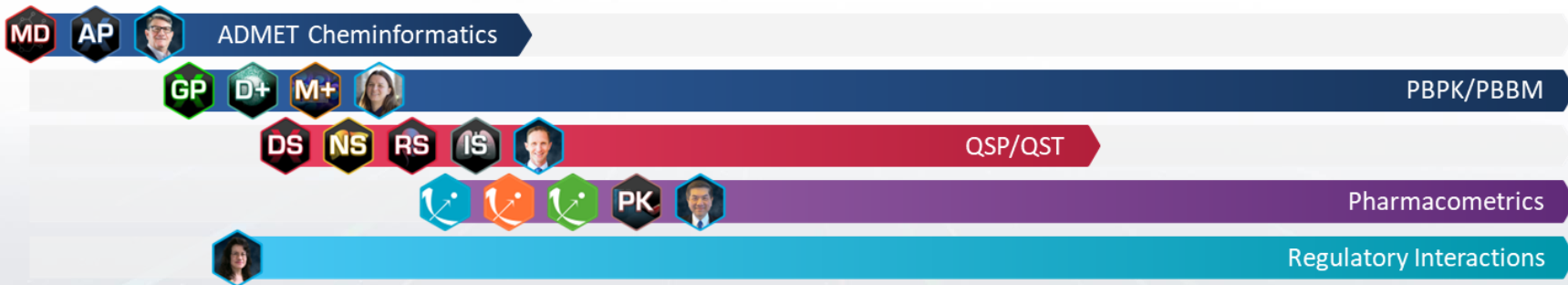
# Concierge Program: The Fundamentals of Power Partnerships

Nate Musser, BS, CPM  
Director, Alliance Management

# Concierge = Alliance Management

- Why Concierge?
  - In a Forbes article from February 2020, [The Increasing Need for Strategic Alliances](#), it notes that “a strong focus on partnerships – rather than purely transactional relationships...brings much more expertise and value to the table, no matter how large or small the organization”.
- How Do We Approach Concierge?
  - On the Boehringer Ingelheim [website](#), Stefan Walke (Global Head of Alliance Management) says that he believes the key to managing a partnership successfully is to step into your partner’s shoes. “You need to be able to understand and value the interests of your partner. It’s not about pushing forward our interests, it’s about being the partner’s champion and nurturing the relationship to make it work and be successful.”
  - Our approach does just that!

# Complete Support for ALL *in silico* Modelling and Simulation



# Bringing It All...TOGETHER



# Leveraging Our Alliances

## What CONCIERGE PARTNERS receive

- **Priority access** to expert scientists with experience developing drugs across a multitude of indications in pharma, biotech, regulatory, and CRO's
- **Discounted rates** for hands-on training across all Simulations Plus software platforms (GastroPlus®, Monolix™, DILIsym®, etc.)
- **Prioritization** of funded collaborations for software enhancements, including FDA-funded projects (currently 6!)
- **Opportunity** for co-publications of collaborative research and consulting work
- **Connection** to the GastroPlus user community and user groups.
- **Direct updates** regarding Simulations Plus software and development activities coupled with **customized licensing agreements**, and **extended trial periods**
- **Timeline prioritization** and **premium PBPK and Regulatory consulting rates** to support your projects as an extension of your internal teams

## What SIMULATIONS PLUS receives

- A shift from vendor to strategic partner
- Insight into current and future needs of the industry to guide strategy

## Our ASK from you

- Open and direct communication and insight into future development needs through regularly scheduled meetings (standardly one hour per quarter)
- No financial commitment, just a true “voice of the customer” experience





# Current Progress

Since I joined in April 2022...

Concierge meetings held

57



25

Customers partnering in 1-4 divisions across biotech, large pharma, CRO and regulatory landscape

Partner colleagues attended training workshops

91



52

Consulting or regulatory contracts executed for strategic partners

Partner colleagues have presented at various Simulations Plus events just like this one (MIDD+)

4



# Vision for 2023 and Beyond

- Build on existing relationships, providing access to scientific leaders, division presidents, and other key stakeholders
- Reach out for NEW strategic partnerships

**Contact Nate Musser to learn more!**  
**[Nate.Musser@simulations-plus.com](mailto:Nate.Musser@simulations-plus.com)**

