

WHAT YOU SHOULD KNOW BEFORE CHOOSING A HEALTHCARE TRANSACTION ADVISORY FIRM

When deciding to acquire, sell, or license assets in the healthcare space, it is critical to choose a transaction advisory firm that understands your needs and has the knowledge and expertise to achieve your goals.

Alira Health's **Raphaël Metrop** provides key questions to ask when selecting the right partner for your organization to meet its objectives.

1.

Can you describe the profile of your team?

Finding a team with a **variety of backgrounds**, including MBA, Ph.D., and Pharm. D. profiles partnered with pure healthcare business experts is key; this combination has the **unique ability to translate science and healthcare opportunities** into business and financial value propositions.

2.

What is the typical profile of your clients and projects?

Transaction advisory includes a variety of operations depending on the deal type, program maturity, and therapeutic indication. It is **important to confirm** that your advisor has **experience in the specific transaction** you want to be completed on your behalf. Managing the sale of mature pharmaceuticals in Europe is much different than targeting a global licensee for a clinical-stage biological.

3.

What type of technical expertise do you provide?

Firms that **deeply integrate their transaction advisory services** with related healthcare services such as regulatory affairs, clinical development, CMC/manufacturing, global market access, and corporate strategy can **bring a wide range of technical experts** to the table to support every step of a licensing or M&A project.

4.

What is your geographical footprint?

The healthcare industry is a connected community that spans the globe, and having an international footprint is critical for a successful transaction process in some of the most innovative and regulated markets in the world. **Look for an advisor with a healthy portfolio of cross-border deals.**

5.

Can you describe your network?

A transaction partner with a **strong network of executives**, shareholders, and investors can easily ask decision makers frank, and often delicate, questions. The ability to uncover stakeholder agendas is key to evaluating market appetite for a certain transaction opportunity and essential for **unlocking opportunities during final negotiations.**

6.

Can you share case studies to illustrate your capabilities?

Most firms will be pleased to present past projects and **provide references** to help potential clients understand their capabilities, the strength of their network, their successes, and their process. Ask for an oral pitch of past opportunities to **test the advisor's capability** to build and deliver a factual, yet appealing value proposition around a concrete transaction opportunity in healthcare.

Connect with Alira Health's Transaction Advisory team to see how our integrated expertise, global network, and in-depth sector knowledge can help your firm successfully navigate your next opportunity.



To learn more about Alira Health's Transaction Advisory team:

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