

## About us

additional management resource



### CONCEPT

Leased Leadership Catalysis is the on-demand additional management resource for company founders, company owners, Directors, CEOs, CSOs and COOs in the :

- ◆ pharmaceutical industries
- ◆ biotechnology industries
- ◆ CRO-industries
- ◆ related services industries

In analogy to chemistry, catalysis stands for the acceleration of your business “reaction”, through the presence of a single small quantity of an additional “foreign” element during the transition, transformation or project implementation.

### MISSION

Serve owners, investors or management by adding leadership, direction and management resource to endeavors critical for their short term performance and medium term objectives, with lasting results.

### ATTITUDE

With no history in the company, we will be free to add speed to results. Because we will not stay, we will seed for those who will take over to harvest.

### WORKING LANGUAGES

Proficiency at the negotiation level in English, German, French, and Dutch.

### AVAILABILITY

From office base in Frankfurt/Main, Germany, part time assignments can be performed everywhere in Europe, and full time missions can be performed in any country in the world.

With the present assignment progressing on time, next assignments can be discussed as from now. Please call **+49-69-95-92-52-52**, or contact us at

[luc@opsomer.com](mailto:luc@opsomer.com)



## Situations

Take five typical situations where you may want to consider a leased leadership catalysis



### YOU HAVE A MISSION CRITICAL

You are a senior manager or an executive director with a remit critical to the accomplishment of your and/or the company's set of objectives, possibly challenged by time and/or lack of management resource. You wish to act quickly and accomplish your mission before or whilst hiring new talent.

Please call for a preliminary discussion possibly finding out together the shortest path to an immediate solution for a lasting contribution.

### YOU FACE VACANCIES

You are suddenly short on leadership resource because of fluctuation, departure of key people, with the commissioned recruitment of new talent being slower than expected...

Do not accept this as an act of nature, but transform the vacancy into an opportunity by a leased leadership catalysis that not only

will fill the transition vacuum, but will add value to the team whilst preparing it for a new incumbent...

Please call to discuss why a three, six or nine months bridge could positively affect your business whilst improving your quality of life.

### YOU PRESERVE LINE EFFICIENCY

You have a strategic project and have to build and lead a project team, possibly managed by some of your most valued line managers. The risk is a loss of focus either in the project or in the line.

A leased leadership catalysis in the project or in the line will ensure swift completion of the project without disabling the line.

Please call and find out why most projects run out of time and how to challenge this fatality.

### YOU ARE IMPLEMENTING SUBSTANTIAL CHANGE OR TRANSITION

You have merged with another entity, you are closing an acquisition or divestiture. You want to implement significant changes in the structure, organization, processes and/or culture of the new entity. When big firms have finished their job, you are still left with parts of the implementation.

A leased leadership catalysis will ascertain swift implementation of big consultancy firm's recommendations. Whilst generating superior buy-in from the managers and staff concerned, resistance and cost will be significantly lower than with big firms' solutions.

Please call to discuss how this situation was solved in previous experiences.

### YOU START A BUSINESS OR AFFILIATE

You have a business plan and your round of investors is signing up, then the drama of real life takes over from theory and planning. Be it in a green field scenario or in the n-th repetition of subsidiary founding, you need the person that will jump in the cold waters for you wherever these waters are, who will keep you on time track for the implementation whilst reporting to you the plain truth and real facts to be faced. A leased leadership catalysis will speed up the process of generating return, whilst you do not need to be distracted from your other major road works.

Please call for a preliminary discussion on finding your jump-in hired gun.



## Services /Experience

Situational leadership and competent advisory services at critical milestones



### EXAMPLES: PAST ASSIGNMENTS

**CEO of Covidence**, now Accovion, spin-off of Aventis Pharma, with 200 professionals in clinical drug development.

Lead company into the marketplace, transforming the organization, doubling it in size in two years and ally it with US based partner company to perform global projects together.

**Consulente Direzione** to the top management of a new drug discovery & development company, spin-off from major global pharma in Italy, with nearly 700 scientists and professionals in drug discovery, pre-clinical & clinical development, and pharmaceutical sciences.

To co-design, formulate and communicate the business models; to implement the chosen corporate identity, to communicate it to the industry, and to catalyze focus groups that promote the chosen business orientation, taking into account the company's history as former part of a multinational pharmaceutical company, operating globally.

### EXPERIENCE OVERVIEW

18 years of uninterrupted successive positions and assignments in drug development, marketing and sales, general management and company leadership in different multicultural environments in Europe, with permanent exposure to client, partner and vendor companies in the United States of America, and Japan.

### SERVICES

- ◆ general management of company or division
- ◆ transformation, transition before or after spin off
- ◆ management of joint ventures and alliances
- ◆ management of foreign affiliates, subsidiaries
- ◆ start up of newco in green field scenario
- ◆ corporate identity, branding, marketing
- ◆ client relations, business development
- ◆ corporate communications, investor relations
- ◆ task force leadership during acquisition or divesture
- ◆ international business development or licensing activities
- ◆ pre- or post merger or acquisition change / transition management
- ◆ integration of different entities
- ◆ international project conception and management
- ◆ launch of new division or product
- ◆ conflict or crisis management and resolution

