

Examples for concluded projects



Reorganisation and Change Management

- Analysis, concept development and implementation of a new sales and marketing organisation at the Swedish daughter company of a global pharmaceutical company
- Analysis, concept development, internal decision process and implementation for a Nordic set-up of the Market Access department at the Nordic daughter company of a global pharmaceutical company
- Analysis, concept adjustment and guidance on the primary care sales organisation and processes in a Swedish daughter company of a global pharmaceutical company

Market Access



- Guidance and coaching of pharmaceutical companies for a new reimbursement process called 3 party negotiations in Sweden (in total for 7 negotiation processes with 4 different companies)
- Guidance and consulting for pharmaceutical tender processes within hepatitis C in all Nordic countries (Sweden, Denmark, Norway, Finland) during 3 consecutive years
- Consulting and coaching on reimbursement processes in all 4 Nordic countries for the launch of an oncology product (7 months interim)
- Analysis, guidance and consulting on organisation and processes in the Market Access department of a Nordic daughter company of a global rare diseases company
- Nordic Tender and Pricing Processes – definition and implementation of new processes and coaching of 2 tender and pricing managers (12 months interim)
- Nordic Market Access responsibility for the launch of an ophthalmology product (12 months interim)
- Nordic Market Access responsibility for the launch of haematology products (12 months interim)
- Consulting on and implementing Market Access activities in Sweden for a genetic test for breast cancer



Marketing / Launch

- Preparation and coordination of the launch of an oncology product in all 4 Nordic countries (7 months interim)

Strategy and Planning

- Development of a business plan for a start-up biotechnology company

Political and Societal processes

- Development of a concept to prioritise a certain group of hepatitis C patients for treatment with a new pharmaceutical product including identification of ways finding these patients
- Development of a concept for a round table discussion on oncology treatment including improvement of funding and access
- Analysing the situation in Sweden concerning monitoring of real world data and identifying ways to set up a pilot project