

We Aligned on These Initiatives

Category	Initiative	Description	Owner(s)
Growth Vector	M&A and Portfolio Strategy	Execute inorganic acquisitions to add additional products & services that establish growth opportunities across existing call points and therapeutic areas	Chris Yamamoto
Growth Vector - Commercial	Omnichannel Strategy	Develop an Omnichannel strategy to meet customers at the right time with the right content	Phil Stead
Growth Vector - Commercial	OUS Growth	Focus resources to enter or grow key OUS markets that have meaningful potential for existing products (e.g. Germany, UK, China, Japan, Brazil, India). Identify key M&A opportunities to bring differentiated products to these markets	Anthony Doyle
Growth Vector - Commercial	Pricing & Contracting and Market Access Excellence	Build pricing and contracting excellence enterprise-wide through a central strategy pricing function that oversees key pricing activities (e.g. annual price setting processes, contract management processes, pricing training for field)	Tim Donovan
Cost Improvements - Operations	Procurement and Inventory	Reduce procurement spend through: Supplier consolidation, renegotiation of contracts through robust RFP process	Michael Kiser
Cost Improvements - Operations	Quality	Reduce cost of poor quality through improved quality controls and processes (e.g. reduce/mitigate recalls, rejects, site and above site labor associated with rework)	Miguel Beltran-Delgado
Key Enablers	Scale Support Organizations for Growth	Enable support functions across organization to streamline and systematize processes and invest in key areas to support future growth (in scope HR, IT, Marketing, Finance, Legal)	Greg Anglum/Leigh Ann Stradford