

Exit strategy in place?

Think twice.

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The big hope of entrepreneurs and VC's is a successful exit of strongly funded Biotech start-ups. After successful drug trials, or years of progressively increasing revenue numbers they get geared up for the big merger or acquisition step. After many intense discussions and investigations, the long yearned for day arrives and signatures are placed on the necessary paperwork. Time for party is here? Well, sometimes, that depends on your data strategy.

Consider the “success” story of Biotech Akorn, which agreed to be acquired by Fresenius for staggering \$4.3 billion in April 2017. After some due diligence Fresenius bailed out, because Akorn “knew or recklessly disregarded widespread institutional data integrity problems”, while making „misleading statements and omissions of material fact concerning the company’s data integrity at these facilities in order to attempt to market and sell Akorn”, according to investors.

Not sure what your data strategy is for delivering all your digital assets during an exit? Then it is time to get to know ZONTAL Space, the preventive cure for future exit headaches. ZONTAL is the trusted information management provider of many major pharma companies and ready to also establish best data practices at newly founded Biotech companies. Our products are designed to standardize and harmonize your digital assets, so that they are always easily retrievable, completely integrated, GxP compliant, audit-trailed, and ready for reuse.

Accenture recently coined the term innovation achievement gap and predicted that technical laggards stand to lose \$20billion in the next 5 years, if they do not invest into scalable technology. ZONTAL was designed to grow with its customers. From single labs to global enterprises, our products are ready to drive your digitalization as you grow. With ZONTAL Space you will never find yourself in disagreement with FDA's sacred principle: In God we trust, all others must bring data. Even after many years of successful growth, with a packed pipeline and hundreds of other projects, you can always retrieve all data belonging to each project with just a few clicks.

And then there is the data science. You managed to hire some of the most sought-after data scientists of the day, according to current reviews they are going to spend 70% of their time cleaning up dirty data instead of driving your digitalization. With ZONTAL Space, this will not be the case. All your data is ready for direct reuse and can be submitted to data integration and analytics applications, with minimal effort.

Do you think it is time to reconsider your data strategy and get in shape for the great exit day?

It is time to explore ZONTAL Space.

Simply schedule a demo with us: info@zontal.io

ABOUT ZONTAL

Data is an asset and a liability.
ZONTAL provides the most advanced solutions for compliant management of integrated data. As emerging market leader, we provide enterprise solutions for Pharma and Life Sciences that transform data into interconnected information, on a global scale.



ZONTAL TEAM



WOLFGANG COLSMAN | Founder & Chief Executive Officer

Wolfgang has 15+ years' experience in life sciences, he invented the Allotrope Framework and leads best practices and standards for data exchange and archiving



DENNIS DELLA CORTE | VP Marketing & Sales

Dennis is a data science expert with 5+ years of experience in Big Pharma. He is passionate about enabling minds and machines through best in class ML and AI



Manfred Voglmaier | Chief Revenue Officer

Manfred's expertise lies in successfully developing and implementing effective sales strategies. He has a strong track record in the Pharma and Life Science Industry and always delivers the highest quality sales and business solutions.

We are excited to meet you in person to provide additional insights into our products.

To schedule a demo, please contact: dennis.dellacorte@zontal.io