

STRATEGIC BLUEPRINT: EARLY DRUG DISCOVERY

MAPPING THERAPEUTIC AREA HIERARCHIES

The Organogram: Your compass in navigating the intricate landscape of pharmaceutical leadership



Client
Collaboration

Drug Development
Overview

Deep Dive into
Stages

Operational Site
Analysis

Therapeutic
Leadership
Identification

Organogram
Synthesis:

DIAGRAM KEY

- DRUG DISCOVERY
- RESEARCH AND DEVELOPMENT
- THERAPEUTIC AREA

Chief Scientific Officer

XXX YYY, Vice President, Merck Research Laboratories

Drug Discovery

XXX YYY, Senior Vice President and Global Head of Discovery, Preclinical Development and Translational Medicine

XXX YYY, Vice President, Discovery Biology

XXX YYY, Executive Director, Discovery Biologics

EARLY DRUG DISCOVERY

Research and Development

XXX YYY, Vice President, Head of Process Research & Development

Therapeutic Area/ Practice Area Head

XXX YYY, President, Merck Human Health US

XXX YYY, Executive Director, Discovery Oncology

XXX YYY, Director, Discovery Oncology

Target Identification and Validation

XXX YYY, Director, Computational Biology and Genomics

XXX YYY, Senior Principal Scientist, Oncology, Bioinformatics, Target Discovery

XXX YYY, Scientist, Oncology, Target Discovery

XXX YYY, Associate Principal Scientist, Discovery Oncology

XXX YYY, Associate Principal Scientist, Discovery Oncology

XXX YYY, Director, Translational Genomics, Oncology

Hit Identification and Lead Generation

XXX YYY, Vice President, Head of Discovery Chemistry

XXX YYY, Executive Director, Discovery Chemistry

XXX YYY, Managing Director, Chemistry and Global Head of External/Discovery Chemistry, Sample Management & Operations

XXX YYY, Executive Director, Protein Structural Chemistry

XXX YYY, Executive Director, Discovery Biology, Head of Protein Sciences

XXX YYY, Director of Chemistry

XXX YYY, Senior Scientist, Medicinal Chemistry

XXX YYY, Senior Scientist

XXX YYY, Associate Principal Scientist, Protein Engineering & New Modalities

XXX YYY, Senior Research Scientist

In Vitro Testing and Assay Development

XXX YYY, Vice President/Therapeutic Area Head, Oncology, Regulatory Affairs, In Vivo Diagnostics

XXX YYY, Director, Cellular Pharmacology

XXX YYY, Director, Flow Cytometry

XXX YYY, Associate Principal Scientist, In Vivo Pharmacology, Cellular Pharmacology

XXX YYY, Senior Scientist, In Vivo Pharmacology

XXX YYY, Assay Scientist

XXX YYY, Translational Research Scientist

XXX YYY, Managing Director in Vivo, In Vivo Pharmacology, Executive Director

In Vitro Testing and Animal Models

XXX YYY, Director in Vivo Pharmacology

XXX YYY, Associate Principal Scientist, In Vivo, Preclinical Research

XXX YYY, Senior Research Scientist

XXX YYY, Animal Care Technician

XXX YYY, Animal Care Technician II

XXX YYY, Animal Care Technician II

Pharmacokinetics and ADME Studies

XXX YYY, Vice President, Pharmacokinetics, Dynamics, Metabolism and Biophysics

XXX YYY, Associate Vice President, Department of Pharmacokinetics, Dynamics, Metabolism and Biophysics (PDME)

XXX YYY, Director, Drug Metabolism and Pharmacokinetics

XXX YYY, Senior Scientist of ADME

XXX YYY, Senior Scientist ADME

XXX YYY, Senior Scientist, Translational & In Vivo Technologies, ADME-DT

XXX YYY, ADME Scientist

XXX YYY, Senior Scientist, Pharmacokinetics

Toxicology and Safety Assessment

XXX YYY, Executive Director, Investigational Toxicology

XXX YYY, Director, Analytical and Biochemical Toxicology

XXX YYY, Developmental & Reproductive Toxicology

XXX YYY, Research Scientist, Developmental and Reproductive Toxicology

XXX YYY, Research Scientist, Developmental and Reproductive Toxicology

XXX YYY, Executive Director, Pathology

XXX YYY, Senior Scientist, Molecular Pathology

XXX YYY, Senior Scientist, Toxicology

XXX YYY, Toxicology Scientist

XXX YYY, Toxicology Scientist

Biomarker Discovery

XXX YYY, Executive Director, Biomarker & Target Sciences at Merck

XXX YYY, Executive Director, Profiling & Systems, Quantitative Biosciences

XXX YYY, Associate Principal Scientist, Biomarker Operations, Project Management

XXX YYY, Associate Principal Scientist, Genome and Biomarker Sciences

XXX YYY, Senior Principal Scientist

XXX YYY, Senior Principal Scientist, Mass Spectrometry & Biophysics, Quantitative Biosciences

XXX YYY, Principal Scientist, Translational Molecular Biomarkers

Data Analysis and Bioinformatics

XXX YYY, Executive Director, Computational Immuno-Oncology

XXX YYY, Director, Preclinical, Development, Data Science and Informatics

XXX YYY, Associate Principal Scientist, Bioinformatics

XXX YYY, Principal Scientist and Bioinformatics, Team Lead, Analytical Sciences and Development

XXX YYY, Computational Biologist and Bioinformatics Scientist

XXX YYY, Senior Scientist, Bioinformatics

XXX YYY, Senior Scientist, Bioinformatics

Preclinical Project Management

XXX YYY, Vice President/Head of Quantitative Procedures, Global Head of Nonclinical Pharmacology

XXX YYY, Director Global Project and Alliance Management Oncology

KEY HIGHLIGHTS:

- Comprehensive View: Showcase how the organogram provides a full view of the hierarchy, aiding in understanding influence and decision flow.
- Therapeutic Breakdown: Highlight the segmentations within each therapeutic area, emphasizing the granularity of the organogram.
- Identified Leaders: Pinpoint the key decision-makers at each level, showing the potential touchpoints for the client's AI solutions.

STRATEGIC IMPLICATIONS:

- Provides a roadmap for targeted engagements, allowing for precision in marketing and sales strategies.
- Acts as a reference tool for future collaborations, ensuring all stakeholders are co-sidered.
- Enhances the efficiency of AI solution integration by clearly understanding the roles and hierarchies within pharma companies

STRATEGIC BLUEPRINT: PRECLINICAL PHASE MAPPING THERAPEUTIC AREA HIERARCHIES

The Organogram: Your compass in navigating the intricate landscape of pharmaceutical leadership



Client
Collaboration

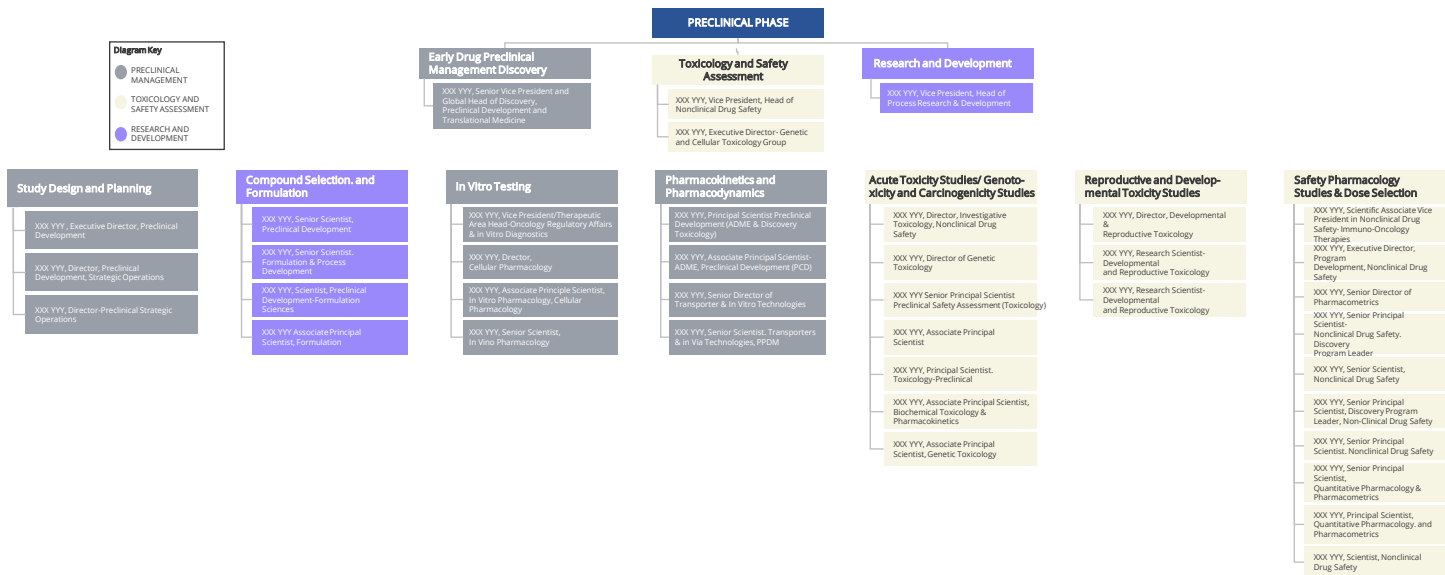
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