

LIFE SCIENCES & PHARMACEUTICAL

Life sciences and pharmaceutical companies face a unique set of operational and financial challenges, from conducting clinical trials to bringing products to market to expanding operations—all within a complex regulatory environment. The road to success and overcoming these challenges begins with forging strong relationships with accounting, tax, and consulting professionals with industry-specific expertise.

WHO WE SERVE

Our Life Sciences Practice Group serves privately-owned companies from start-ups to middle-market and large multinational companies. We have collaborated with organizations focused on many areas, including:

- Generic drug manufacturers and distributors focused on injectables, pills, and capsules
- Branded pharmaceuticals, including FDA 505(b)(2) focused organizations
- Nutraceuticals and vitamin companies
- Organizations focused on clinical research and research and development

OUR SERVICES

ACCOUNTING & TAX

- Federal, state and local tax planning
- Audit and assurance
- Selection and set up of accounting systems
- Tax structure of entities
- Tax compliance
- Bookkeeping
- Transaction processing
- Basic month end close procedure
- Month end gross to net accruals

COMMERCIALIZATION

- Revenue recognition
- Royalty and compliance services
- Risk management
- State and local tax consulting
- Chargebacks

DEVELOPMENT

- R&D Credits
- Financial modeling
- Internal controls & entity policies
- Financial reporting
- IT/Computer consulting
- Structure of employee compensation plans
- Budgets and projections

INTERNATIONAL EXPANSION

- International tax planning
- Transfer pricing
- IFRS consulting
- Tax structuring

FUNDING

- Bank financing
- Stock compensation and other equity compensation
- Capital structures
- Benefit plan services
- 83(b) election
- Angel investment
- Venture Debt
- Private equity investment

EXIT PLANNING

- Merger & acquisition due diligence
- Transaction services
- Ownership transition planning
- Business valuations
- Qualified small business stock
- Preparation for IPO