

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 large multinational and middle-market 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
- Organizations focused on clinical research and research and development
- Biotechnology companies

### ✓ OUR EXPERTISE

Having spent significant time helping our clients navigate the complex accounting and tax issues prevalent in the life sciences industry, our capabilities include:

- Calculation of gross-to-net sales and receivables, with hands-on experience with many aspects of the calculations including chargebacks, rebates, wholesaler fees, and group purchasing organizations
- Determining proper accounting and tax treatment for payments received under research and development milestone agreements
- Analyzing complex accounting treatment for joint ventures and collaboration agreements
- Helping companies claim research and development tax credits and other tax incentives

## OUR SERVICES

Accounting & Tax	Development	Funding
Commercialization	International Expansion	Exit Planning