

Qral Group is a management consulting firm focused on driving innovation in the pharmaceutical and biotech commercial model. We work with commercial leaders and investors to apply the latest commercial technologies and business practices to maximize the commercial potential of specialty and orphan therapeutics.

25

Full-Time
Consultants

12

Established Pharma
& Biotech Clients

5

Venture Capital &
Private Equity Clients

3

Service Locations
(NYC, Chicago, SF)

Although we pride ourselves on our ability to be a full-service boutique, clients express that we provide unique value in the following areas:

Rare Disease Commercialization

For manufacturers, Business Units of Established Pharma, and investors who already have or are planning to commercialize a product to treat patients with rare diseases.

We provide management consulting services based on our proprietary **Orphan Product Commercialization Playbook**. We support our clients across the commercial life cycle from initial asset valuation, through due diligence, commercial organization design, and running commercial operations.

Established Pharma

For leaders in commercial roles in Established Pharma who are looking for ways to accelerate their business performance.

We are disrupting the way these firms:

- Design and operate their business performance reports. We do this through a unique blend of business knowledge, process design, and the **Qral Suite** of third-party, cloud-based data and technology tools to reduce development times and on-going operating costs by 80%.
- Run their teams by extending their teams with our consultants, who have developed highly specialized skills in commercial analytics and operations.

Pre-Revenue Biotechs

For Chief Commercial Officers who are interested in developing their organization at 1/3 the cost in 1/3 the time.

We do this by applying our commercialization expertise to execute core processes, identify optimal outsourced partners, and deploy the right cloud-based technologies.



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