

ambiom



Life science niche advisory

- ambiom s.r.o. (LLC) incorporated in Bratislava, Slovakia in November 2021.



- Focus on advisory in life science business development.

Services

Business area	Services
Business development	Deal origination and arrangement Product strategy In- and Out-Licensing
Market access	Value dossier development Regulatory affairs Communication with authorities
Technology transfer	Funding identification and sourcing Spin-off establishment Commercial technology assessment (FTO, patent landscape...)



Geographical expertise (through Ambiom and its partners)



People

Adam Martak, Founder & CEO

- 7+ years of senior level commercial experience in life sciences with a focus on molecular diagnostics. Experience includes business development roles as well as medical device and drug policy-shaping roles (e.g. Ministry of Health, EC).
- B.Sc Molecular Biology, University of Sheffield, UK
M.Sc Bioentrepreneurship, Karolinska institute, Sweden



<https://www.linkedin.com/in/adammartak/>

Rahma Seliem, Business Support

- B.Sc Psychology, Politics, Law, and Economics, University of Amsterdam, Netherlands

Associated companies (subcontractors)

- Background in medicine, business, tax&accounting, health economics and policy; located in Slovakia, Sweden, Austria and Ukraine.



Profile examples - subcontractors

BPharm & MPharm with a major in Clinical Pharmacology and MMSc with a major in Bioentrepreneurship (Karolinska institute).

6 years of experience in product management and business development from the pharmaceutical and digital health industry.

B.Sc and M.Sc in Medical Science (Karolinska institute).

Pricing experience in both medical devices as well as pharma in the Nordics. Experience in market access (pricing, tender and HTA submission) across all 5 countries in multiple big pharma companies. Currently working with business intelligence for a big pharma player.



Some of our clients and partners



Life science boutique consultancy - Switzerland



Digital health start-up – Sweden



(now Novuma) the largest Slovak private COVID-19 testing provider - Slovakia



Life science consultancy - Switzerland



Early stage technology boutique consultancy - Germany



Market access European one-stop-shop - The Netherlands



Case study: Affordable rtPCR for COVID-19 under 1 hour

- **SITUATION:** Client wanted to expand COVID-19 testing portfolio with a rtPCR express solution with TOT under 1 hour.
- **TASK:** Research, recommend solution, help with the marketing and implementation of the solution.
- **ACTION:**
 - Researched and recommended different solutions.
 - Through our network we contacted the local distributor of the superior solution.
 - Negotiated terms & conditions (including overall discount from the list price on consumables) and additional benefits.
- **RESULT:** Solution integrated in the client's portfolio, due to high demand, daily testing slots increased within 2 weeks from 8 to 14 = €46,000 in monthly revenue.



Case study: Affordable rtPCR for COVID-19 under 1 hour

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Date & time

CHOOSE A DATE

← March →

Su	Mo	Tu	We	Th	Fr	Sa
		1	2	3	4	5
6	7	8	9	10	11	12
13	14	15	16	17	18	19
20	21	22	23	24	25	26
27	28	29	30	31		

SELECT FROM TIMESLOTS

08:00	2 AVAILABLE	▼
09:00	2 AVAILABLE	▼
11:00	1 AVAILABLE	▼
14:00	2 AVAILABLE	▼
15:00	2 AVAILABLE	▼
17:00	2 AVAILABLE	▼
18:00	2 AVAILABLE	▼



One hour PCR express

BRATISLAVA

1h Express RT-PCR -
Bratislava: Sky Park
Čulenova 5/A, 811 09 Bratislava

Total **109.90 €**

(€109.90 x 14 slots) x 30 days = €46.000+/month in revenue



Testimonials



“This will help us a lot.”



“Thank you for everything you did for us.”

HEALO®

“Ambiom helped us with our Austrian market and telemedicine reimbursement overview. Amongst other things we really appreciated that Adam always presents his outcomes and proposals with associated substantiated data.”

Others coming soon!



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