



## About TGaS® Advisors

TGaS® Advisors was founded in 2003 by two industry executives, each with over 20 years of pharmaceutical experience. The idea for our business was quite simple, and came from a question we heard over and over again from pharmaceutical company executives as they developed their strategies and operational plans.

### *How do other pharmaceutical companies do 'it'?*®

Answering this simple question became our mission.

## Our Mission

**Provide our member clients the only comprehensive benchmarking solution for objectively improving the strategy and effectiveness of commercial operations.** TGaS Advisors provides pharmaceutical companies with the customized information they need to evaluate their own operating practices and strategies against industry benchmarks and look for ways to continuously improve their effectiveness.

## Our Solutions

### *Your Window into Pharma's Operational Landscape*

Via our exhaustive NAVIGATOR process, TGaS Advisors team of seasoned pharmaceutical executives compares and contrasts your strategies and operational practices with those of our other client companies.

TGaS Advisors has developed and utilizes a variety of solutions focusing on benchmarking the internal operations and analytics groups that support the 'line' functions. A collaborative peer set model is utilized in the execution of our benchmarks which are designed to address the strategy, effectiveness, and efficiency needs of our clients in the following areas:

#### **PHARMASTANCE® The Operational Benchmark Resource**

<b>Marketing</b> Internet Marketing Relationship Marketing Marketing Sciences Marketing Operations	<b>Sales</b> Sales Operations Sales Management Specialty Sales	<b>Managed Markets</b> Managed Markets  <b>Compliance</b> Compliance Operations
----------------------------------------------------------------------------------------------------------------	-------------------------------------------------------------------------	---------------------------------------------------------------------------------------------

## Client Benefits

### **Benchmarking**

- Support continuous improvement
- Evaluate your strategic advantages and disadvantages
- Measure the capabilities of your operations group
- Support your current resource investments
- Evaluate your annual operations plan
- Consider other companies' organizations
- Identify goals and performance measurements

### **Working with TGaS Advisors**

- Unique focus on pharmaceutical operations benchmarking
- Deep and rich proprietary database
- Active member network for timely issues
- Normalization indices ensure relevant comparisons
- Seasoned executives that yield useful insights to improve effectiveness
- Strict client confidentiality

To discuss how TGaS Advisors can help you with your commercial needs, please contact Stephen Gerard at [sgerard@tgas.com](mailto:sgerard@tgas.com) or visit [www.tgas.com](http://www.tgas.com).