

ANDREW F. KRAUS, M.S.E.

ANDREW.KRAUS@AKADVISORYCONSULTING.COM / (215) 480-6206

EXECUTIVE OVERVIEW

An accomplished global executive within the international clinical trials industry, I thrive on growing businesses and building the talented teams that drive operational transformation and performance excellence. I produce substantial and measurable gains in quality, productivity, and efficiency by maximizing the efficacy of the three key operational drivers (*people, process, technology*) that propel corporate growth in both revenue and profit margins. I have developed world class organizations through the convergence of expertise in operations, technology, finance, and strategy.

EMPLOYMENT

AK ADVISORY & CONSULTING, L.L.C. (AKAC) **YARDLEY, PA** **2020-PRESENT**

PRINCIPAL

Providing services to the Investor and Corporate communities

- Performing interim executive level roles to drive business transformation from within
- Management consulting related to operations and technologies
- Assessing software product and service offerings for potential acquisition

ALGORICS INC. **FRAMINGHAM, MA** **2022-PRESENT**

BOARD OF DIRECTORS

Algorics is an agile, innovation driven data sciences partner to the healthcare and life sciences industry, enabled by their homegrown technology and a highly experienced team with offices in the US, UK, and India.

SIGNANT HEALTH **BLUE BELL, PA** **2020-2022**

SENIOR VICE PRESIDENT, SERVICE STRATEGY & OPERATIONS

- Owned by the Private Equity firm of Genstar Capital
- Extended the relationship as an employee to support the onboarding and transition period of the new Chief Operating Officer; member of the COO's Operations Leadership Team
- Line management of BMO/PMO, Global Data Services, Global Supply Chain Logistics, VirTrial acquisition, and SmartSignals Supplies enterprise solution.
- Guide the global staff resourcing process in partnership with HR and Finance
- Owned the regular distribution of operational and financial metrics and key performance indicators for all service and customer milestones and delivery
- Lead the group accountable for business intelligence processes and technology needed to run the customer facing service business

GENERAL MANAGER, ENDPOINT SOLUTIONS (VIA AKAC)

- Engagement was initiated with advisory services in June 2020; interim GM role initiated in September 2020; reporting to the Chief Executive Officer, member of the ELT
- Lead an international team of ~750 professionals located in seven countries spanning the US, Europe, Africa, and Asia, delivering on >210M in revenue at >65% margins
- Navigated complex staffing issues and partnered with key stakeholders to establish trust and gain a following for my design and implementation of a global operational model that scales with growth; implemented reorganization and role alignments across service delivery

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- Identified and hired two Vice Presidents (Global Project Management, Global Technical Delivery) recognized by the company as key employees
- Improved and solidified service delivery on key accounts, including the rapid deployment of services and solutions for the Pfizer COVID program

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| ABZENA | BRISTOL, PA / SAN DIEGO, CA / CAMBRIDGE, UK | 2019-2021 |
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CHIEF TECHNOLOGY OFFICER (CONVERTED TO CONSULTANT IN 2020 VIA AKAC)

- Owned by the Private Equity firm of Welsh, Carson, Anderson & Stowe
- Reporting to the Chief Financial Officer, member of the executive management team
- Charged with implementing enterprise technology solutions to drive productivity and operational efficiency to meet an aggressive growth strategy
- International head of technology operations, driving process improvement and regulatory adherence
- Direct responsibility for leading the selection and global implementation of the Enterprise Resource Planning (ERP) solutions across 3 locations and 380 employees; secured pricing for growth to 650 employees

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| BIOCINICA, INC. | PRINCETON, NJ | 2017-2019 |
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CHIEF OPERATING OFFICER, MEDICAL IMAGING & TECHNOLOGY

- Owned by the Private Equity firm of Cinven
- Reported to the Chief Executive Officer of Bioclinica, member of the executive management team, attendee and presenter at Board meetings
- Leader of the service delivery team comprised of ~600 staff globally producing ~\$200M in revenue at nearly 50% direct margins, encompassing numerous service and software product lines [Medical Imaging, Electronic Data Capture (EDC), Data Management, Clinical Trial Management System (CTMS), Randomization and Trial Supply Management (RTSM)] across offices in the U.S., London, Munich, Bangalore, Mysore, Shanghai, and Tokyo
- Identified technology leadership position of Silicon Valley based MDDX and completed its acquisition in the Summer of 2017
- Designed and implemented a global consolidation and integration effort within service delivery operations that yielded a 5MM reduction in headcount expenses; authored 3-year operational plan for staff globalization
- Member of the Go-to-Market team for product and service lines; market strategy, pricing, sales, industry partnerships
- Lead business innovation and transformation teams in the design, planning, optimization and implementation of new operational process workflows that support company growth initiatives, new products and services
- Established and maintained global productivity and quality metrics/measurements (KPIs) to ensure optimum efficiency and quality, and developed a reporting process to utilize the metrics to drive operational improvements
- 2018 Operational Achievements: realized 25% gains in Imaging Operations per FTE productivity; reduced project EDC error rates and associated non-billable rework by 50%; increased data management per FTE productivity by 20%.

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CARDIOVASCULAR RESEARCH FOUNDATION

NEW YORK, NY

2014-2016

CHIEF OPERATING OFFICER & TREASURER

- Served as Foundation Treasurer with responsibility for all financial affairs, 990 filing, and general oversight and management of the Foundation's Finance department; presenter at all Board meetings
- Direct responsibility for and management of the Foundation's Information Technology, Quality Assurance, Human Resources, and Facilities Management Departments
- Accomplished 20% revenue growth (to \$54.3MM) while headcount increased only 12% (to 181)
- Established financial KPI dashboards and divisional performance metrics
- Development and management of the Foundation's digital strategy
- Responsibility and authority for all Foundation operations, policies and procedures, staff management and oversight covering the NYC home office and Orangeburg, NY pre-clinical center
- Managed all aspects of an \$8.6MM office relocation in mid-town NYC

ICON, PLC.

WARRINGTON, PA

2004-2014

EXECUTIVE VICE PRESIDENT, GLOBAL DATA TECHNOLOGIES (2012-2014)

- Lead a team of over 250 professionals across three service groups [Medical Imaging, Interactive Voice Response/Interactive Web Response (IVR/IWR), Firecrest Investigator Site Portal] located throughout North America, Europe, and India that developed and maintained technology solutions powering \$90MM in revenue at an average annual growth rate of 15%.
- Transformed a faltering IVR/IWR group, within twelve months completed a reorganization, materially reduced workforce expense, re-engineered the SDLC, dropped error rates by 80%, and regained the confidence of key accounts.
- Global executive contributing to ICON's Big Data and Site-Investigator Portal initiatives

EXECUTIVE VICE PRESIDENT & CTO, ICON MEDICAL IMAGING (2004-2012)

- Business owner and architect for the processes and online systems designed to support clinical event package administration and evaluation for adjudication committees. Achieved greater than 20% efficiencies in package administration and introduced novel methods for remote consensus.
- Managed the imaging infrastructure growth from 10 people and 2 terabytes of data to >225 people and >200TB of data mirrored globally.
- Managed growth of the workforce (22x) and the globally mirrored data repository (100x).
- Selection for and participation in the Global Leadership Excellence Program
- Lead representative for two FDA inspections; no 483s issued.

BEACON BIOSCIENCE, INC. (ACQUIRED BY ICON, PLC.)

DOYLESTOWN, PA

2001-2004

EXECUTIVE VICE PRESIDENT & CTO

BOARD OF DIRECTORS

- One of three founding partners; acquired by ICON at a 60MM valuation
- Lead responsibilities aligned with technical operations: infrastructure systems, software development, medical image management and processing, clinical data management, applications support.
- Inventor of MIRA™ software solution, the backbone of medical imaging operations. Since its release in September 2005 and thru January 2014, MIRA™ supported over \$175MM in revenue at a cost of less than \$2MM in capitalized resources (system maintained thru ICON acquisition)

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- Lead representative for FDA NDA submission; presented imaging methodologies at the FDA
- Lead representative for FDA inspection; no 483s issued

BIOCOR, L.L.C (MERGED WITH BEACON BIOSCIENCE, INC.) **YARDLEY, PA** **1998-2001**

PRESIDENT & CO-FOUNDER

- Clinical Research Organization: statistics, data management, medical writing, medical imaging core laboratory services
- Executive, business development, technical and operational management responsibilities across the company
- Inventor of Alerion™, an integrated review and analysis tool encompassing medical images, clinical trial documents and clinical trial data.

BRACCO DIAGNOSTICS, INC. **PRINCETON, NJ** **1996-1998**

MANAGER, MEDICAL IMAGING SYSTEMS

- Managed all vendors and contracting related to medical imaging core lab work across all clinical development programs
- Designed and created the Digital Imaging Center as a lead member of the team converting Bracco to an electronic drug development process.
- Study design, protocol development, imaging protocol, CRF design, blinded read design, and quantitative methods for MR, CT and ultrasound studies
- NDA preparations

BIO-IMAGING TECHNOLOGIES **WEST TRENTON, NJ** **1992-1996**

SR. BIOMEDICAL APPLICATIONS ENGINEER

BIOMEDICAL ENGINEER

- Various responsibilities related to medical image analysis, software development, project management, and subject matter expert (SME) for business development activities.

EDUCATION

UNIVERSITY OF PENNSYLVANIA **PHILADELPHIA, PA**

MASTER OF SCIENCE IN ENGINEERING, BIOENGINEERING 1994

BACHELOR OF SCIENCE IN ENGINEERING, BIOENGINEERING, CUM LAUDE 1992

MINOR IN MATHEMATICS

PERSONAL

- Married 28 years; 3 sons of ages 27, 27, 24; primary residence in Yardley, PA; second home in Island Heights, NJ
- Lifelong avid sailor and boater
- Member, Island Heights Yacht Club: Board of Governors, Finance Committee, Web Master, Fleet Captain, Chairman of the Youth Sailing Program, Coordinator of the Youth Travel Laser Program
- Member, Toms River Yacht Club: Board of Governors, Technology Chair, and Webmaster