ANDREW F. KRAUS, M.S.E.

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

EXECUTIVE OVERVIEW

An accomplished global executive and entrepreneur 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 my expertise in operations, strategy, finance, and technology.

EMPLOYMENT

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

PRINCIPAL

Providing services to the Investor and Corporate communities *(both buy side and sell side)*

- 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

---

CLINICAL INK, INC. **WINSTON-SALEM, NC** **2023-2026**

CHIEF TECHNOLOGY OFFICER

- Owned by Private Equity firm GI Partners
- Member of the executive leadership team reporting to the CEO and presenting at quarterly Board Meetings, monthly operating review meetings, and representing the company as a SME during buy side and sell side diligence efforts.
- Articulated and conveyed the technology organization's development plans and capabilities, research and development investments/expenditures, and overall goals to the company's Board of Directors, customers, and other external parties
- Provided strategic direction and leadership for Clinical ink's technology/research and development functions including Engineering/Development, Product Management, Innovation, Data Engineering, QA, DevOps, Corporate IT, and Connected Devices / Biosensors / Wearables
- Owned key technology decisions (software, partners, etc.) that require a clear understanding of short/long term financial impact, technical feasibility, resourcing, and timeline trade-offs/opportunities
- Completed a global reorganization, attracting two vice presidents with strong domain experience, as well as numerous senior directors, directors, and technology innovators.
- Led an international team of ~200 employees and contractors across R&D and Corporate IT, as well as leading a project system team delivering connected device solutions supporting >30M in project value
- Established the Artificial Intelligence & Innovation team to proliferate the gains of AI across the entire business; recruited additional PhD team members spanning expertise in AI, data analytics, and predictive modeling.
- Drove >25% performance gains across R&D within first 12 months of deploying AI and automation solutions and re-engineered processes across product management, engineering and testing.
- Successfully advanced the technology platform empowering a 61% growth in revenue and delivering on 70% gross margins.

ANDREW F. KRAUS, M.S.E.

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

ALGORICS, INC. **FRAMINGHAM, MA** **2022-2024**

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.

Guided company on its MetaVate and Clarity platforms and associated services through its acquisition by Precision for Medicine in May 2024.

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

SENIOR VICE PRESIDENT, SERVICE STRATEGY & OPERATIONS

- Owned by Private Equity firm 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
- 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

---

ABZENA **BRISTOL, PA / SAN DIEGO, CA / CAMBRIDGE, UK** **2019-2021**

CHIEF TECHNOLOGY OFFICER (CONVERTED TO CONSULTANT IN 2020 VIA AKAC)

- Owned by Private Equity firm 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

---

BIOCLINICA, INC. **PRINCETON, NJ** **2017-2019**

CHIEF OPERATING OFFICER, MEDICAL IMAGING & TECHNOLOGY

- Owned by Private Equity firm 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%.

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

ANDREW F. KRAUS, M.S.E.

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

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)
- 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