

# OPENING THE RIGHT DOORS IN NEW MARKETS

Providing transformational Leadership with Life Science  
Organizations desiring significant growth and global expansion.



## FRANK ORLOWSKI

### COMPANIES FRANK HAS WORKED WITH:



### SPEAKING TOPICS:

#### FCPA Trends in Enforcement

- Implementing a Self-Policing Certification Program
- How to solve for the SEC/DOJ requirements for FCPA compliance
- Leveraging FCPA as a business benefit

#### Growing business in The Emerging Markets

- Finding the right trusted partners in-country
- What to localize: manufacturing, distribution, sales, support services
- How to secure government incentives and tax optimization during localization

#### No Stone Unturned in buy/sell-side

##### Due Diligence

- Top overlooked items impacting a valuation
- Functional Expertise required during a manufacturing due diligence
- Key items during the quality of earnings review

#### The Future of Life Science Industry

- Customized research, development, and manufacturing
- Trends in drug delivery mechanisms
- Differences between successful and unsuccessful Integrations from acquisition
- Successful First 100 Day Strategies: integration planning and implementation
- The integration "need for speed"

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### BIO:

Frank Orlowski is the founder and President of the esteemed Ation Advisory Service firm focusing on working with clients in the areas of Due Diligence/M&A Advisory, and Business Turnaround/Organizational Optimization.

His vast experience resulting from a 25 year tenure at Pfizer Pharma included responsibility in Finance, Strategy, & Operations. Frank lead the Supply Chain & Finance functions across Asia, Middle East, South America & Eastern Europe developing business as well as operational & financial product localization strategies. He controlled a \$2 Billion yearly operating budget and managed a team of over 100 in-country operational colleagues across 35 global Markets.

As a Due Diligence Expert in Manufacturing, Frank also lead over 45 market specific acquisition/JV Initiatives, partnering with in-country financial institutions governments to develop lucrative product distribution strategies across an organically developed Pharmacy Network.

Frank holds an MBA from The NYU Stern School of Business and a BS in Accounting from Providence College. Frank currently sits on the Board of The American Cancer Society where he advises on Oncology Therapeutic Distribution Strategies leveraging Direct to Patient Distribution through wholesaler and retail pharmacies and the largest online retailer.

As a speaker, Frank is engaging and entertaining. His ability to breakdown the complex into easy to understand and actionable steps will bring about better retention among all audiences. He's accommodating and easy to work with and will customize his presentations as needed to bring the highest level of value to the audiences to which he speaks. As a keynote speaker, breakout or panel expert, Frank takes great pride in being the professional he is to inform and educate his audiences.

As a former actor in high school and college, this creative DNA has served him well in his ability to connect with people in his finance professional and beyond. Frank still serves on the board of Theatre Forward, advising community theaters.

### TESTIMONIALS:

I have had the pleasure to work with Frank for some time. The relationship started with a multi million dollar M&A deal. I found Frank to be very emotionally intelligent, worldly and thorough in his deal presentations. Frank enjoys a great deal of respect amongst his peers and possibly the most connected health and pharmaceutical professional I have met. ~Abbas Hashmi, Critco Capital

Frank has that rare talent of understanding complex financial systems and transforming that knowledge into usable business strategies. His deliverable transcended simply training by coaching teams to improve the quality of their output by harnessing the power and capabilities of those new tools. ~Marilyn Kaylor, MBA, CPA

Frank was one of those people with a rare blend of intelligence, communication skills, and creativity.

~David Kaufman, Acquis Consulting