

Sales & Biz Dev Optimization

Feel Familiar?

Are your efforts **bottlenecked** in the **black hole of Supply Chain**?

How about that **web of gatekeepers** you have to navigate?

Perplexed by hospital dysfunction/inefficiency AND their **unwillingness to explore solutions**?

Fatigued by the **wash-rinse-repeat cycle** of making cold calls, getting ghosted and then having weekly pipeline calls?



We help innovative suppliers achieve **breakthrough growth** through a proven methodology and al la carte range of high impact services

Go-To-Market Solutions

- Markets
- Customers
- Channels & Partners
- Solution Offerings
- Pricing
- Positioning

Sales Solutions

- VOC Program
- Relationship Selling
- Collateral Improvement
- Education Programs
- **Exclusive:** Buying Process Sync Program

Loyalty Solutions

- Advisory Panels
- Customer Advisory Boards
- “Mastermind” Programs
- QBR Programs
- Customer-Aligned Product Development
- “SC-2-SC “ Programs

Supply Chain Sherpas represents a distinctive fusion of knowledge, skills and experiences

Commercialization & Biz Dev

Voice of Customer

Sales

Supply Chain





Let's Have a Conversation



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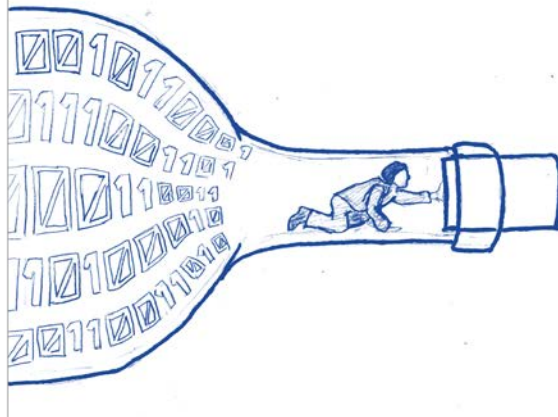
We are unlocking the transformative potential of our bottlenecked supply chain, for care providers and suppliers

Sales & Biz Dev Optimization

Many innovative suppliers are frustrated and discouraged by the bottleneck that has become the healthcare supply chain

AND

Suppliers need to adjust their go-to-market strategies to earn the limited attention credits of their customers



Providers are facing unprecedented complexity, revenue compression, cost pressure and opportunity surplus

AND

To “pop the cork” on the bottleneck, supply chain functions must transform their infrastructure and operations...starting with talent

Supply Chain Transformation

Executive Coaching & Talent Management Solutions