GERVAN WILLIAMS, MBA, CLSBB

LIFE SCIENCES STRATEGY & ALLIANCE ADVISORY

Independent advisory support for life sciences organizations navigating high-stakes partnerships, federally funded programs, and portfolio decisions.

A trusted advisor with 15+ years across biomedical research, pharmaceutical and diagnostic product development, manufacturing, and management consulting. I help leaders convert complex strategies into aligned decisions, accountable governance, and executable programs across the innovation lifecycle.

15+	50+	$500M+	$300M	20+
YEARS IN LIFE SCIENCES	MAJOR PROPOSALS MANAGED	AWARDS SUPPORTED	FACILITY PROGRAM	FEDERAL CLIENT CONTRACTS SUPPORTED

SERVICE OFFERINGS

CAPABILITY	HOW I HELP	SELECTED OUTPUTS
Strategic Partnerships & Alliance Management	Form, govern, and strengthen cross-company relationships - from partner strategy and operating models to decision rights, performance management, issue resolution, and value realization.	Alliance strategy; governance charter; steering model; RACI; KPI dashboard
Government & Mission-Driven Collaboration	Align commercial, scientific, and public-sector stakeholders across BARDA, HHS, NIAID, DoD, and DARPA program contexts with compliance-ready governance and delivery discipline.	Stakeholder map; proposal/SOW strategy; program cadence; executive reporting
Portfolio Strategy & Prioritization	Evaluate opportunities, clarify investment trade-offs, and sequence initiatives across R&D, manufacturing, regulatory, and commercialization priorities.	Portfolio assessment; prioritization criteria; business case; decision roadmap
Integrated Program & Operating Model Leadership	Translate strategy into execution through cross-functional plans, governance, milestone and risk management, process improvement, and executive communication.	Operating model; PMO framework; integrated roadmap; risk and issue governance

WHY CLIENTS ENGAGE ME

SCIENTIFIC + BUSINESS FLUENCY Biomedical research and product-development depth paired with MBA-level strategy.	**CROSS-ECOSYSTEM CREDIBILITY** Experience connecting biotech, pharma, CDMOs, research organizations, and government stakeholders.
STRATEGY THROUGH EXECUTION Support from partnership formation and portfolio choices through development, scale-up, and commercialization.	**EXECUTIVE CLARITY IN COMPLEXITY** Structured facilitation that turns ambiguity into decisions, ownership, and momentum.

ENGAGEMENT MODELS Fractional alliance leadership | Project-based advisory | Governance or portfolio workshops | Program surge support

BEST-FIT CLIENTS Emerging biotech and pharma | Life sciences manufacturers and CDMOs | Research and nonprofit consortia | Federally funded programs

LET'S ADVANCE YOUR NEXT MILESTONE

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