

From : **LSCP** Global Management Team
To : Global Customers & Friends
Subject : **Substantial Competence Addition at LSCP: Mrs. Gabriella Skala, EMBA and Jorge Wernli, Industrial Eng. ETH/MBA as new Associate Partners – for immediate release**

Uerikon/Zurich, Switzerland, October 5, 2015

The **LSCP Life Sciences Consulting Partners** Management Team is pleased to announce the adherence of two new Associate Partners in the context of our extended Information Management, Transformation Communication in Change Management, Market/Patient Access and Digital Age initiative to our global professional network for the Life Sciences Industry and Regulators.

Mrs. Gabriella Skala, EMBA

Specialties

Enterprise Communication Concepts, especially in global transformation programs and in digital environments, a competence that is so badly needed for the contribution to a successful program/project!

Summary of experience:

Gabriella Skala worked for many years at F. Hoffmann-La Roche Ltd. in the pharma communications, corporate communications, and public affairs departments. In summer of 1997, as Switzerland's telecommunications sector was being liberalized, she joined diAx Telecommunications AG (now sunrise, TDC Switzerland AG).

Since 2001, she has advised medical associations, pharmaceutical and medical device industries. Her key strengths are integrated communications, medical education, general management for associations, business development and transformations, relationship and scientific congresses management. Currently, she is studying healthcare compliance and medical ethics at INSEAD Fontainebleau in France.

Gabriella holds a Master in Business Administration of the Graduate School of Business Administration in Zurich and the University in Wales. She is used to working internationally, speaking German, English, Czech, Italian and French.

A full matrix of competencies and experience will be made available on request.

She is based in Zurich, Switzerland.

Mr. Jorge Wernli, Business Engineer ETH, MBA

Specialty Highlights

There are many of them, in his career in over 30 years of global LS focus, dynamically adopting to the rapidly changing world:

- International strategic/political negotiations in Healthcare, including Pricing & Reimbursement strategy, tactics, negotiation preparation and implementation for biologics, vaccines and small molecules with national and global authorities with WHO / DDD systems knowledge and negotiation experience
- Public Affairs, Issues Management, Reputation Management, Health-economics/Market Access. Pharma-economic network building in Switzerland, Scandinavia, Spain, Portugal, Italy, France, Brazil. Health opinion leaders, patient groups and political network building
- Advocacy US at state level, Switzerland at federal and cantonal level
- Issues media management, health media management in trade and public media
- Developed and built European Healthcare Deciders Policy Fora 2007-2012 with leading KOLs/experts in health-economics with Bengt Joensson, Panos Kanavos, Gerard de Pouvourville, EFPIA
- Developed training program for healthcare deciders with Harvard School of Public Health/Vifor Pharma 3 modules over 3 years.
- Developed a teaching program for integrated healthcare at University of co-operative education Baden Wuerttemberg, and at the European School of Health Economics, Gisela Kobelt, Bengt Joensson 2008-2011

Our new Associate holds a Master in Engineering of ETH (Federal Institute of Technology) and an MBA of IDM of Lausanne, Switzerland with additional education at Harvard

Jorge's language skills:

Fluent: Swiss-German, German, English (USA), Portuguese (Brazil, Portugal), French.

Working knowledge: Spanish, Italian

He is based in Zug, Switzerland.

“The LSCP Global Management Team is very pleased to have Gabi & Jorge joining and becoming active members of our global group. As our customers start to move into large transformation programs and projects, they will be important assets we can offer and which makes them excellent additions to the Team!”

A very warm welcome to Gabi and Jorge!

For a personal/group contact or full CV:

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