

MH Consulting & Advisory Discovery

Helping Life Sciences ecosystems and their organizations successfully turn digital innovation into operational reality

Martin
Heitmann



Consulting
& Advisory



Translating Digital Innovation into Operational Reality for Life Sciences Ecosystems and their Organizations

MH Consulting & Advisory at a Glance



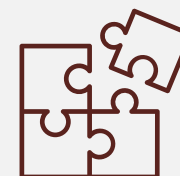
Martin Heitmann

Managing Director
MH Consulting & Advisory GmbH



Homebase

Ernst-August-Platz
Bahnhofstr. 8
30159 Hanover
Germany



Expertise

10+ years of experience in data, digital & AI across industries, trained Business Mathematician, GAMP Guidance contributor¹



Engagements

Project-based consulting (T&M or fixed-price), speaker engagements, fractional advisor, trainer/instructor



Network

Cooperating with various partners in the Life Sciences and in regular exchange with health authorities

Through strategy, governance, capability-building and implementation support, MH helps organizations achieve business outcomes while maintaining quality and trust.



What MH Does

Innovation Strategy, Governance & Adoption

Helping organizations establish foundations and operating models that translate innovation into operational reality.

Capability Building & AI Enablement

Developing the capabilities required to adopt, govern and scale emerging technologies successfully.

Ecosystem & Technology Enablement

Building trusted collaboration among stakeholders to accelerate innovation adoption and impact.

MH Consulting & Advisory supports Life Sciences organizations, technology providers and ecosystems in translating digital innovation into operational reality.



Approach to Innovation Enablement in Regulated Environments

01

Business Value: Innovation starts with business objectives.

- Avoid digital innovation initiatives for their own sake
- Consider impact, process understanding, maturity

Enable organisations shaping their own path in digital innovation with confidence

02

Operational Reality: Linking strategy, governance & implementation.

- Strategy, governance, and quality in tandem
- Effective feedback loops for sustainable success

Help operational teams to work effectively and apply scalable, risk-based approaches

03

Trusted Innovation: Quality and governance as enablers.

- Quality by Design to avoid rework
- Align with GxP regulation and leading guidance

Seek an edge in efficient quality and compliance operations through innovative digital ways of working

04

Stakeholder Alignment: Building a shared understanding.

- Translate across Business, Quality, IT, and Data Science
- Reduce friction; enable joint decisions

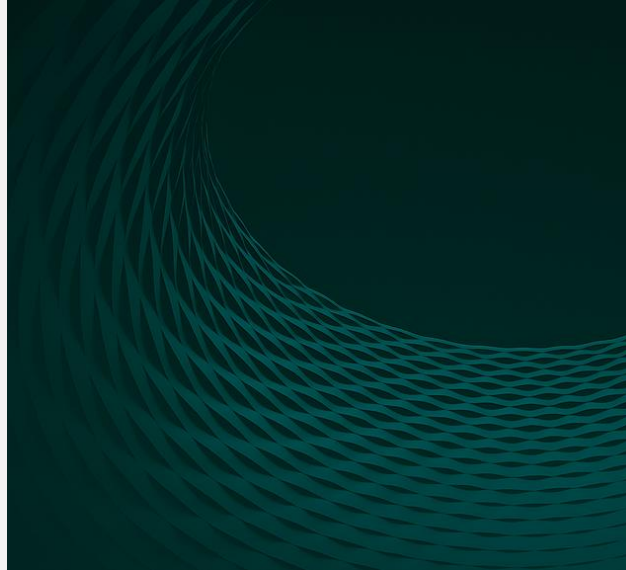
Facilitate a shared vision and understanding, overcoming scepticism and barriers and achieve effective collaboration

Why Organizations Work With MH



TRANSLATION

Bridging business,
technology, quality and
regulatory stakeholders.



EXECUTION

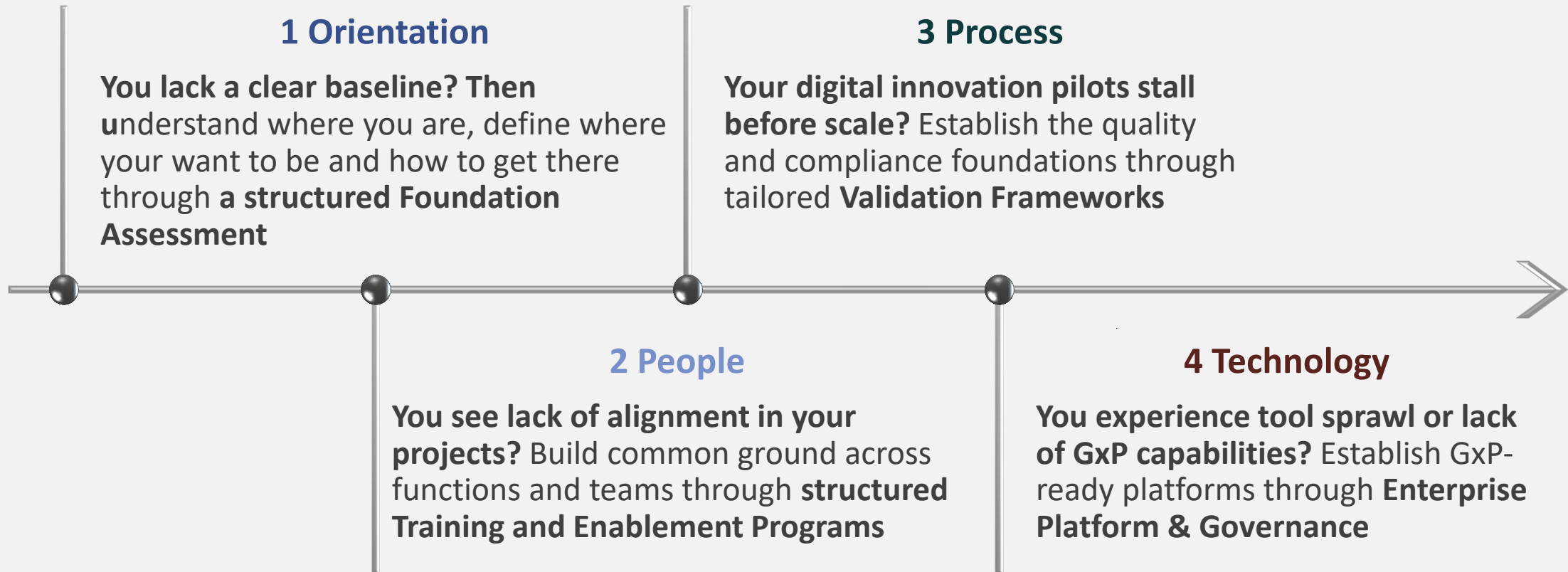
Connecting strategic
ambition with practical
implementation.



TRUSTED INNOVATION

Using governance
and quality as enablers
of innovation.

Possible Starting Points of Our Journey



The challenge is not digital innovation itself. The challenge is building systems capable of repeatedly absorbing innovation while maintaining quality, safety and trust.

Looking Forward to Supporting You on Your Digital Innovation Journey!

Martin Heitmann
Managing Director



Consulting
& Advisory