

**HEMANT PRASHANT AGRAWAL**  
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## SUMMARY

Seasoned executive with over 25 years of progressive experience in Fortune 500 pharmaceutical companies and most recently at a digital health start-up. Proven track record of leading global, cross-functional teams in data analysis, strategic planning, project management, investment due diligence, market research, continuous improvement, regulatory affairs, and health policy. Known for an influential and motivational leadership style that drives results. Adept at thriving in high-performance environments with a strategic and results-driven approach.

## PROFESSIONAL EXPERIENCE

### **Lotic.ai**

**June 2023 – Present**

#### ***Executive-in-Residence***

- Serve as a trusted advisor to the CEO and leadership team on strategy, competitive landscape, market growth, investment opportunities, and operations.
- Execute strategic roadmap and provide data-driven insights for financial and market decisions.
- Monitor venture capital trends and identify potential opportunities and shifts in the capital market.
- Create and implement data strategies to enhance business intelligence and deliver actionable insights.
- Conduct market research and competitive analysis to guide product strategy and innovation.
- Evaluate growth opportunities including acquisitions, mergers, joint ventures, and partnerships.
- Prepare compelling presentations for investor pitches and client/partner engagements.
- Conduct CFO activities with long-range planning, financial planning and analysis, revenue modeling and forecasting, budgeting, and collaborating with external accounting partners.

### **Mylan/Viatris**

**January 2012 – June 2023**

#### ***Vice President, Head of Data Analytics and Strategic Initiatives, Office of the Executive Chairman*** (2020-2023)

- Deployed as an in-resident executive to a digital health start-up to drive growth and scalability, while preparing the start-up for subsequent funding rounds.
- Developed financial models and investment pitch materials to support future funding strategy.
- Conducted comprehensive market analysis in digital health, AI, and wellness to inform potential commercial pathways and product market fit.
- Completed a thorough due diligence of a digital health startup that led to Viatris closing a multi-million-dollar Series A venture capital investment for the first time in corporate history.
- Created pre-close investor materials to support the rationale of the formation of Viatris.
- Led due diligence activities for potential early-stage investments by evaluating competitive landscape, market opportunities, revenue and valuation potential, and organizational talent base.
- Created information materials and proof points for the Global Healthcare Gateway (partnership) digital assets.
- Delivered detailed analysis of potential markets and companies to Executive Chairman.

#### ***Vice President, Head of Global Policy Data Research, Data Analytics, and Strategic Initiatives*** (2016-2020)

- Conducted data analysis that supported the legal team to avoid potential multi-million litigation suits.
- Created presentations and supporting documents to be utilized with U.S. government agencies to highlight supply chain pricing practices that adversely affected generic drug and biosimilar uptake.
- Led strategic planning for the Global Policy function, including budgeting and organizational changes.
- Analyzed data for key submissions to HHS and FTC on various regulatory and policy issues, such as drug pricing rebate rule, international pricing index, drug shortages, and pricing incentives in the supply chain.

**Senior Director, Global Regulatory Affairs Strategic Initiatives (2014-2016)**

- Managed the integration of multiple Global Regulatory Affairs departments from major acquisitions, including the streamlining of processes and optimizing of resources.
- Re-engineered organizational structure for Global Regulatory Affairs to improve operational effectiveness.
- Directed strategic planning for a global team of over 1,000 people and budget exceeding \$100 million.

**Senior Director, Operational Excellence Leader, Global Regulatory Affairs, Finance & Training (2012-2014)**

- Developed and led an Operational Excellence program for Global Regulatory Affairs and Finance functions that achieved significant improvements in process efficiency and quality.
- Trained teams in continuous improvement methodologies and fostered advanced skill development.

**Baxter Healthcare**

**October 2007 to June 2011**

**Director, Operational Excellence**

- Designed and implemented a Global Regulatory Team model to enhance cross-team communication and decision-making with improved roles/responsibilities and higher-quality deliverables.
- Led multiple strategic planning sessions within Global Regulatory Affairs to define a five-year roadmap.
- Established key metrics, scorecards, and governance model to measure performance and identify improvement opportunities.

**Amgen**

**January 2003 to October 2007**

**Director, Project Management (2006-2007)**

**Senior Project Manager, Operations Corporate PMO (2003-2006)**

- Directed global initiatives ensuring successful product commercialization and process improvement.
- Implemented a commercialization gate methodology that ensured adherence to timelines, met clinical and commercial supply requirements, and delivered high-quality regulatory documentation.
- Led cross-functional teams in the successful implementation of multiple improvement efforts that were delivered within budget and achieved cost savings.
- Achieved Six Sigma Black Belt Certification.

**PRTM (acquired by PwC)**

**September 2001 to December 2002**

**Associate**

- Provided strategic consulting services included engagements that implemented a drug development framework and redesigned a company's quality system in response to FDA warning letter.

**Abbott Laboratories**

**October 1996 to May 2001**

**Production Supervisor (1999-2001)**

**Process Development Engineer (1996-1999)**

- Directed the planning, staffing, budgeting, and operations of a multi-product pilot plant drug facility.
- Executed successful commercial manufacturing campaigns at sites in Italy and Chicago.

**Ciba-Geigy (merged to form Novartis)**

**October 1994 to October 1996**

**Process Development Engineer**

- Led scale-up of new product that increased throughput by 50% and reduced costs by 40%.

**EDUCATION**

**The University of Chicago, Booth School of Business**

Master of Business Administration (MBA); Concentrations in Strategic Management and Finance  
August 2001

**Rensselaer Polytechnic Institute**

Master of Science (MS) in Chemical Engineering  
May 1994

**Northwestern University**

Bachelor of Science (BS) in Chemical Engineering  
June 1992

**VOLUNTEER EXPERIENCE**

- Chairperson of the Board, Board of Trustees, City of Bridges High School (January 2018 – Present)
- Chairperson of the Board, The Sill Foundation (September 2019 – Present)
- AAC Co-Director, Pittsburgh Region, Northwestern Alumni Admission Council (September 2018 – Present)