

# SKC - The Market Access Special Forces



schönermark  
kielhorn  
collegen

SKC is a **strategic consultancy** focussed on the increasingly **challenging market access environment of innovative drug products**.

We support the **successful market access** both on a strategic and an operational level.



## Our clients

Pharmaceutical companies

Biotech companies

MedTech

Digital Pharma

Investors / Venture capital

## Strategic challenges are our specialty



Orphan drugs  
and rare diseases



ATMPs



Repurposed  
drugs



Products altering the  
treatment paradigm



### Full market access support

Hands-on operative and strategic management of the complete process.



### Market access strategy

Initial risk assessment & development of best possible strategies for a successful and sustainable market access.



### Benefit assessment (AMNOG, §35 SGBV)

Strategic management and leadership of all HTA challenges.



### Strategic pricing & price negotiations

Defining well-balanced prices in a complex reference price setting, modelling and simulation.



### Negotiation support

Coaching, moderation and/or leading of negotiations and arbitration processes.



### Strategic due diligence

Strategic, hypothesis-based analysis of market potentials and business opportunities.



### Stakeholder management

Identification, activation und integration of all decision-relevant stakeholder groups.



### Digital Pharma

Enabling "Beyond the Pill" innovations to successfully enter the German market.



## Our mission

To facilitate that patients with diseases for which no or only limited treatment options are available receive access to effective treatments.

To ensure that as many eligible patients as possible are treated with an adequately reimbursed new product.

We dedicate our enthusiasm to solving complex challenges!

Office in Hannover, Germany in the historical Pelikan district.



## Why SKC?



A detailed understanding of the **payers' and the authorities' decision logic.**



A **deep, cross-functional understanding** of scientific, medical, clinical, regulatory, legal and commercial aspects.



Leading price negotiations enables a **realistic scenario development.**



**Ownership:** we treat the challenges of our clients as if they were our own.  
**Hands-on mentality.**



**Network:** tight cooperations with clinical and scientific colleagues at the Hannover Medical School and other top-notch medical institutes.



**Tailor-made solutions:** even though we use a standardized approach, **every product and client is unique.**



**Honest, direct partnership:** strategic sparring partner who challenges existing perceptions and hypotheses.



**Humor: a good working-atmosphere** for short and long-term projects is essential.

**BPI** Bundesverband der Pharmazeutischen Industrie e.V.

## What others say about our work

"Here at the G-BA, we recognize when you support a process. The quality of the interaction and the discussion is so much higher."

Chairman of the Federal Joint Committee (G-BA)

"Great job today guys, thank you very much. You framed-up the issues really nicely and also facilitated some of the internal discussions that have been swirling around to allow us to get to a point of greater clarity. Very much appreciated."

Global Head of Pricing and Market Access, biopharmaceutical company

## The team



### Managing Directors

Prof. Matthias P. Schönemark, M.D., Ph.D.



Heike Kielhorn, Dipl.-Kauffrau



### Medical Writers & Consultants & Research Analysts