



Harold “Hal” Craig founded strategy and life science supply chain consultancy **Trout Creek Consulting (TCC)** in 2007 on the principle that management consultants with strong problem solving, technical, commercial, project management, and finance skills; significant operating experience; the ability to wear multiple hats well; and industry knowledge will deliver *superior value* to clients.



Experience:

- Creating and improving life science supply chains
- Defining business, marketing, and market entry strategies
- Business and manufacturing turnarounds
- Deal evaluation, structuring, and negotiation
- Development portfolio optimization
- Due diligence, synergy definition, and valuation
- Scenario planning and analytics – simulating and forecasting markets, products, businesses, complex venture structures, and responses by various parties under different scenarios
- Opportunity identification and assessment
- Conducting cGMP audits
- General management of global business units
- Executive leadership of engineering, quality, and regulatory functions
- Project management – strategic planning, due diligence/JV/M&A, engineering and construction, technology transfer, and technology/product development projects

Industry Knowledge: biomaterial, biopharmaceutical, fine chemical, food ingredient, medical device, nutrition & wellness, personal care, petrochemical, pharmaceutical, and specialty chemical.

Mr. Craig has managed global personal care and drug delivery technology businesses with direct reports in the United States, Europe, and India; defined the Make vs. Buy business process for a major drug company; and headed supply chain for a specialty pharmaceutical company. Additionally, he managed international due diligence projects and led the strategic planning and M&A function for a \$350MM/yr ingredient business supplying the food, medical device, personal care, and pharmaceutical industries. Mr. Craig, who has worked for **Dow Chemical** (including **Marion Merrell Dow**, now **Sanofi**), **FMC**, and **Egalet**, has extensive experience building and leading successful teams in commercial, manufacturing, technology/product development, and charitable endeavors. He has provided assessments and/or due diligence on >400 M&A, licensing, joint venture, internal growth, and venture investment opportunities; co-authored the Licensing Executives Society Chemicals, Energy, Environmental, and Materials (CEEM) Royalty Rate and Deal Terms Survey; and spoken on licensing (CEEM, CleanTech, Life Science), outsourcing, and technology transfer. He is a guest columnist on supply chain and cGMP for Outsourced Pharma.

Mr. Craig, who earned his MBA from the **University of Michigan** and his BScE from the **University of California, Berkeley**, is a member of the Physical Sciences Investment Advisory Committee of **Ben Franklin Technology Partners of Southeastern Pennsylvania**. TCC is a member of **Life Sciences Pennsylvania**.