

Through its strategic analytics work, Bridgewoods helps clients see, hear, and embrace their best opportunities for growth and innovative outcomes. Our analytics solutions enable organizational leaders to be stakeholder-driven, embrace broad organizational transparency, and avoid the pitfalls of siloed data.



## CASE STUDY

### Pharmaceutical Manufacturer Gains Immediate Insights for Short and Long Term Strategy Economic

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Strategic Analytics Solutions for  
Growth, Opportunity, and Innovation

### THE COMPANY

A niche legacy pharmaceutical manufacturer faced growing market competition by more nimble upstart competitors. Its status quo mindset ultimately hindered its competitive standing and best economic outcomes.

## THE CHALLENGES

1

Mediocre financial success in high growth industry

2

Operated in a highly reactive mode

3

Opaque, siloed management data

## THE OBJECTIVES

A niche legacy pharmaceutical manufacturer faced growing market competition by more nimble upstart competitors. They needed a company transformation to add practices and regain overall economic success.

## THE RESULTS

**\$40M**

Preserved for Higher Value Opportunities

**\$2+M**

Saved in Opportunity Costs

**\$200K+ & 6 months**

Saved by Holding Company

## THE SOLUTIONS

Bridgewoods' principals were retained by the company's board and holding company to provide a company transformation to best value-add practices and to regain overall economic success.

- Bridgewoods provided strategic consulting and M&A advisory services to help the company position its optimal future value to its shareholders.
- Engagement by the company evolved into an operational due diligence and value-add review for positioning the company into multiple future opportunities as an acquirer, an acquisition, or a transformation leader.
- Agile analytics-based due diligence of company value chain.
- Developed near and mid-term operational/market strategies and solutions.
- Provided data-driven client options as an acquirer, an acquisition, or a transformation leader – Buy, Sell or Fix.
- Bridgewood's principals provided a global roadmap to the client's holding company for its various options, which includes collaborative technology, marketing, operations, finance, and management assessments in concert with key company executives and the company's board chairman.



"Bridgewoods equipped us with insights we did not have. As a result, their strategic, data-driven roadmap and recommendations paved the way in pursuing a sale exit strategy for our shareholder group."

— **Chief Operating Officer**



## A LITTLE ABOUT US...

### Creating Cultural Innovation

Bridgewoods values trust as the centerpiece of every analytics solution engagement. We believe trust and trustworthiness are the lifeblood nourishing, growing, and transforming organizations.

### Stakeholder Driven Decisions

Our analytics solutions enable organizational leaders to embrace broad organizational transparency, be stakeholder-driven in their analyses and avoid the pitfalls of prevalent siloed data.

### Proactive Analytics

Our Agile Leadership culture and proactive analytics solutions seek to empower our clients to better interact with and democratize their organizational data.

### Innovation Environments

Our trust-driven, person-to-person analytics solutions build organizational stakeholders' enduring growth, opportunity, and innovation environments.

**"Progress Is Impossible Without Change.  
Those Who Cannot Change Their Minds Cannot Change Anything."**

— *George Bernard Shaw*

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