



Driving Excellence  
in Health Strategy

Senior strategic advisory empowering healthcare leaders at every stage with the expertise and insight needed to drive meaningful, lasting impact.



# STRATEGIC HEALTHCARE ADVISORS

## Vision

The strategic reference  
for long-term  
Life Sciences startup  
success.

## Mission

To unlock the full potential of  
science-driven innovations  
through strategic insight,  
funding support, and  
comprehensive market  
access.

## Strategy

We support science-backed  
healthcare innovations led  
by ambitious teams,  
offering tailored guidance to  
turn ideas into sustainable  
success.

## Overview

Strategic Healthcare Advisors & Partners helps bold healthcare startups grow smarter and scale faster—with expert R&D, business strategy, fundraising support, and global expansion know-how across healthcare (human and veterinary sectors).

# Strategic Partners for Healthcare Leaders

Strategic Healthcare Advisors is a senior advisory firm dedicated exclusively to healthcare.

We work with founders, executives, boards and investors at decisive moments in a company's development. These moments include strategic definition, R&D roadmap design, market access, fundraising (dilutive and non-dilutive), partnerships and M&A.

Our role is to inform decisions, reduce strategic risk and support long-term value creation in regulated and capital-intensive environments.

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## Core Values

### Strategic Clarity

We turn regulatory, technical and market complexity into clear, actionable strategies.

### Healthcare Expertise

Our advice is grounded in deep sector knowledge not generic consulting models.

### Execution Focus

We design strategies that can be implemented, measured and scaled.

### Long-Term Partnership

We build trusted, long-lasting relationships with clients and stakeholders.

### Integrity & Independence

Objective advice, aligned solely with our clients' long-term success.

# Integrated Advisory Services



## Strategic Consulting

We support leadership teams in defining and executing strategies aligned with regulatory, clinical, commercial and financial realities.

- Innovation & R&D Strategy
- Regulatory positioning (EU, UK and international pathways)
- Go-to-market & commercialization
- KOL engagement & strategic partnerships



## Fundraising Advisory

Capital strategy structured to support growth while preserving long-term value.

- Non-dilutive funding (European and national programs)
- Dilutive funding (business angels, private investors, venture capital & family offices)
- Investor readiness, positioning and negotiation



## M&A and Strategic Transactions

Independent advisory support across the transaction lifecycle.

- Acquisition and exit strategy
- Target identification and strategic fit
- Transaction preparation and execution support



# Healthcare Focus with Sector Depth

Strategic Healthcare Advisors operates across healthcare verticals with distinct regulatory, commercial and investment dynamics.

- Medical Devices & diagnostics
- Digital Health & AI
- Deep Tech applied to healthcare
- Veterinary health
- Cosmetics & food supplements

Our cross-sector perspective supports informed strategic positioning where technologies, markets and use cases intersect.

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## International Reach



France - United Kingdom - Switzerland - Belgium - Spain - USA - Canada  
Europe-wide & International partner and investor networks

A partnership-led model supports disciplined cross-border expansion.

# Our Expertise



**Francis Mathé**  
Co-Managing Partner

PharmD, Executive Strategic Management (ESSEC), Angel/Board Member, Angels Santé Committee, Managing Director Asklepios Advisors.

With 25+ years in brand development and growth strategy, Francis provides innovators with direct access to investor networks (angels, private investors, VC firm, family offices).

His expertise spans capital strategy, market validation, and distribution partnerships, connecting healthcare innovators directly to commercialisation opportunities.



**Caroline Chauché**  
Co-Managing Partner

DVM, PhD Virology, MSc Immunology, MBA Candidate.

With 15+ years in veterinary research, diagnostics, and healthcare innovation, she is an expert in EU non-dilutive funding and investor readiness. Former Chief Veterinary Officer MI:RNA, she is also affiliate Research Fellow at the University of Edinburgh (UK). She has experience supporting the financing and scaling of healthcare technologies. Her strong connections with non-dilutive funding corporates open direct access to specialised support for National grant solutions.



**Jean-Michel Verjus**  
Co-Managing Partner

PharmD, Business Training (HEC Paris), Angel/Board Member Angels Santé Advisor, Senior Business Advisor Asklepios Advisors.

With 25+ years of pharmaceutical and healthcare industry experience (sale, wholesale, retail), with leadership roles at Walgreens Boots Alliance and Phoenix Pharma. He provides innovators with practical expertise in EU regulatory strategy, market access, and distribution, ensuring smooth expansion into European markets.



**Ammie volders**  
International  
Relations Manager

Bachelor's degree in Hospitality Management

With 15+ years in hospitality, Ammie blends hands-on field experience with strong event and client management skills. She brings a strategic, customer-focused mindset to healthcare and life-science project support, marketing, and international client relations, helping organisations deliver smooth projects and tailored solutions across global settings.



**Eric Del Cotto**  
Partner

MBA (Strategy in Economic Intelligence), Franco-British Chamber of Commerce Board Member, XXI<sup>e</sup> Century Club Member.

With 25+ years of experience as healthcare executive, leading commercial, marketing, and general management roles in Europe and North Africa. He held senior positions at Mölnlycke, KCI Medical, and Owen Mumford and now serves as independent board member at RegenLab and supports life-science innovators with execution and market growth.





**Jean-Luc Troch**

Partner

MBA (Corporate Intelligence & Knowledge Management, Brussels)

With 40+ years of experience in veterinary diagnostics, MedTech, and public affairs, Jean-Luc supports animal health stakeholders across EMEA with strategic guidance on market access, policy engagement, and the commercial deployment of innovative diagnostic solutions, drawing on his former role as Senior Government & Public Affairs Manager, EMEA at IDEXX Laboratories to connect industry, regulators, and professional associations and accelerate international adoption of best practices.



**Elisabeth Tedesco**

Partner

MBS – International Business

With 20+ years of experience across MedTech, medical diagnostics, SaaS, and Artificial Intelligence, Elisabeth is an international growth and business development executive, who supports international healthcare companies with market expansion, deployment of innovative solutions, and high-impact growth strategies, drawing on her recent role as EMEA Business Development Lead at Topcon Healthcare Europe and a broad track record of international consulting engagements.



**Sylvie Giret**

Partner

MSc - Marketing, Economy, Finance

With 15+ years of experience in international development, Sylvie supports European companies expanding into North America with strategic and operational expertise in market entry, regulatory compliance, and distribution. A former General Manager at Natixis Pramex International, where she led North American subsidiaries and held CEO and fractional C-suite roles, she now runs her own consulting firm focused on improving operational and financial performance for cross-border growth and market-access projects.



**Vanessa Bensoussan**

Partner

MSc in Quality, Innovation & Environment | Executive MBA in progress

Vanessa Bensoussan is a regulatory affairs and market access expert specializing in medical devices and in vitro diagnostics. With over 20 years of experience, she advises healthcare companies on navigating regulatory requirements and scaling innovative solutions. She founded and led Cap Compliance for eight years, a consulting firm focused on quality and regulatory affairs for medical device companies operating internationally. An Angels Santé member and board member for healthcare start-ups, she is actively involved in AI-enabled medical device projects, combining regulatory expertise with a pragmatic, business-driven approach.



# Empowering **Healthcare** **Innovators** to Scale, Fund, and **Succeed**

# Why Strategic Healthcare Advisors?



**01.**

## **Exclusive Focus**

Dedicated to healthcare innovation.  
(Human & Animal)



**02.**

## **Senior Engagement**

Experienced leadership at every stage.



**03.**

## **Integrated Insight**

Strategy, funding (dilutive & non-dilutive), and transaction expertise.



**04.**

## **Market Knowledge**

Deep regulatory and commercial understanding.



**05.**

## **Trusted Partner**

Supporting founders, stakeholders,,  
Investors, and institutions.



# STRATEGIC HEALTHCARE ADVISORS

**Unlock the potential of your  
Innovation.**

**Reach Out.**

**Contact**

[contact@strategic-healthcare.eu](mailto:contact@strategic-healthcare.eu)

Paris | Glasgow | Geneva | Zug | Brussels | Madrid | New-York

[www.strategic-healthcare.eu](http://www.strategic-healthcare.eu)

