



STRATEGIC HEALTHCARE
ADVISORS
& PARTNERS

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 & PARTNERS

Vision

The strategic reference for Life Sciences startup long-term 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.



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.

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.

Strategic Healthcare Advisors



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 M: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.



& Partners



Eric Del Cotto
 Partner

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

With 25+ years of experience as healthcare executive, leading commercial, marketing, and general management roles in Europe and North Africa. Eric 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.



Vanessa Bensoussan
 Partner

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

With 20+ years of experience in medical devices, in vitro diagnostics, and AI-enabled healthcare, Vanessa Bensoussan is a regulatory affairs and market access executive supporting companies in navigating complex regulatory pathways and scaling innovative solutions internationally. Founder and former Managing Director of Cap Compliance, she advised MedTech and diagnostics companies on regulatory strategy, quality systems, and global market access. An Angels Santé member and board advisor to healthcare start-ups, she brings a pragmatic, growth-oriented approach to innovation.



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.

**Unlock the potential of your
Innovation.**

Reach Out.

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Paris | Glasgow | Geneva | Zug | Brussels | Madrid