



SANCIAN
COMMITMENT TO SCIENTIFIC EXCELLENCE

COMPANY OVERVIEW



Company Name	Sancian, LLC
Company Address	1230 Peachtree Street NE, Suite 1900 Atlanta, Georgia 30309-3579
Company Website	www.sancian.com
Company Email	consultant@sancian.com
Cage Number	8DFL4
DUNS Number	117160905
Unity Entity Identifier	ELZTNNDL8VX7
Socioeconomic Status	<ul style="list-style-type: none"> • Woman-Owned Business • Minority-Owned Business • Small Disadvantaged Business
Business Size	Small Business (NAICS 541990 size standard)
Primary NAICS & PSC Codes	541990, 541690, 541611, 561410, AE16, AE26, R406, R408, R410, R708

Introduction

Sancian LLC, built on the principles of process-driven and results-focus professional services, has delivered large-scale and complex projects and programs for clients in the private, public, and government sectors. The company is a Scientific Management Consultancy firm that specializes in providing best-in-class scientific services and practical innovative management solutions with a focus on Public Health, Clinical Research, and Nutraceutical. Among the Company's prominent clients are the United States Department of Health & Human Services, Pfizer, and AstraZeneca.

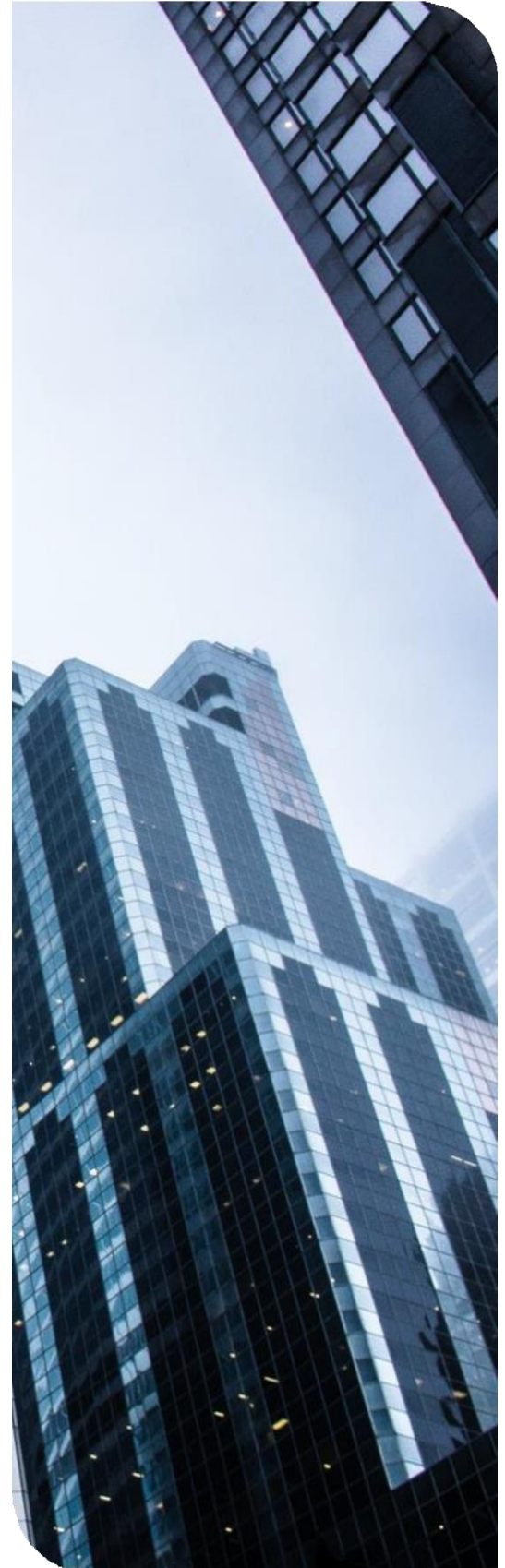
Sancian LLC has a proven track record of delivering excellence in epidemiology, biostatistics, health information science, project and program management, business process improvement, quality control, quality assurance, assessments and audits, health communications, coaching and training, recruitment, talent acquisition, and organizational change.

Our Organization

Established in 2017, Sancian LLC is a small business and headquartered in Atlanta, Georgia. We are committed to transforming lives through innovative scientific solutions that empower our clients to achieve their visions and goals. We provide the necessary knowledge, skill, and expertise using the best industry practices to successfully exceed client requirements and expectations. We have completed over 2000+ projects in our 5-year history -- many of these projects have been high-profile science initiatives providing a full suite of professional scientific services and innovative solutions.

Through our leadership development and expert platform, we have more than 15,000 Curated Experts Spanning all industry sectors and geographies that are process-driven and results-focused scholars known nationally and internationally for excellence in service delivery, ensuring industry top standards and compliance for promoting, evaluating, and reporting methodologically customized management and instructional guidance to maximize processes and systematic procedures.

As a woman-owned small business (WOSB) and economically disadvantaged woman-owned small business (EDWOSB), we are well-positioned to support government procurement efforts of items listed for micropurchases, rapid awards, and simplified acquisitions. We have strategic partners with over 70 Agency Clients who have 8a, HUBZone, Service Disabled Veteran, and Tribal Owned Business certifications. In the event it is determined an 8a direct award is ideal, our Small Business Office is committed to responding to requests to expedite approval.



Our Leadership Team

Sancian LLC is supported by an accomplished leadership team with a combined 100 years of experience in respective fields of expertise.



Dr. Sancian Crawford, CEO - over 15 years of experience providing scientific consultancy and leadership identifying appropriate solutions for the development and implementation of strategic best practices for cross-functional business, clinical, and technology operations. She is a proven Subject Matter Expert for a network of federal government agencies, biotechnology firms, pharmaceutical companies, and contract research organizations, with over three years serving on high-profile science initiatives across Health and Human Services centers and institutes. A process-driven and results-focused scholar known nationally and internationally for excellence in service delivery, ensuring industry top standards and compliance for promoting, evaluating, and reporting methodologically customized management and instructional guidance documents to maximize processes and systematic procedures. She has served as Chief Executive Officer for a privately-held global public health firm and spearheaded all business development and marketing activities while overseeing the growth and profitability of the firm. Dr. Crawford has built a client base through the implementation of an effective networking strategy among an established professional network and provided consultation to clients regarding strategy development, revenue growth, and expense reduction. *PhD – Clinical Epidemiology, MPH – Epidemiology and a BS in Biomedical Science.*



Dr. Lynn Charles, COO - brings more than 25 years of experience to Sancian LLC, with over 15 years of consulting and project/program management experience. Dr. Charles has held positions at companies such as GE Capital and Deloitte Consulting with leadership experience spanning across a wide range of Business Process Optimization, Continuous Improvement, Organizational Change, Performance Management, Lean/Six Sigma, and Technology implementation initiatives. He has led large global initiatives with cross-functional teams in Brazil, Canada, England, France, India, Spain, Sweden, and the United States. *DBA, MBA, BS – Business Administration, Master Certified Program Manager (PgMP), Project Manager (PMP), and Six Sigma Black Belt (CSSBB).*



Dr. Nicole Smith, CFO – responsible for all financial functions from accounting, audit, treasury, and corporate finance to investor relations. Her career spans more than 25 years of varied experience in financial management, business leadership, and corporate strategy, with over 12 years of experience managing all financial reporting, budgeting, forecasting, and directing the implementation of a new ERP system in the U.S., Canada, and Mexico. She has managed four controllers, IT, and supply chain functions across three countries consisting of eight 24/7 manufacturing facilities generating \$400 million in annual gross revenues. Financed a \$35 million capital expansion project with Canadian Ex-Im Bank that provided unconventional financing that went beyond machinery financing to include soft costs, facility costs, and tooling. This financing package improved initial operating cash flow by \$9M. *DBA – Business Administration, MBA – Business Administration, BS – Economics and Finance.*

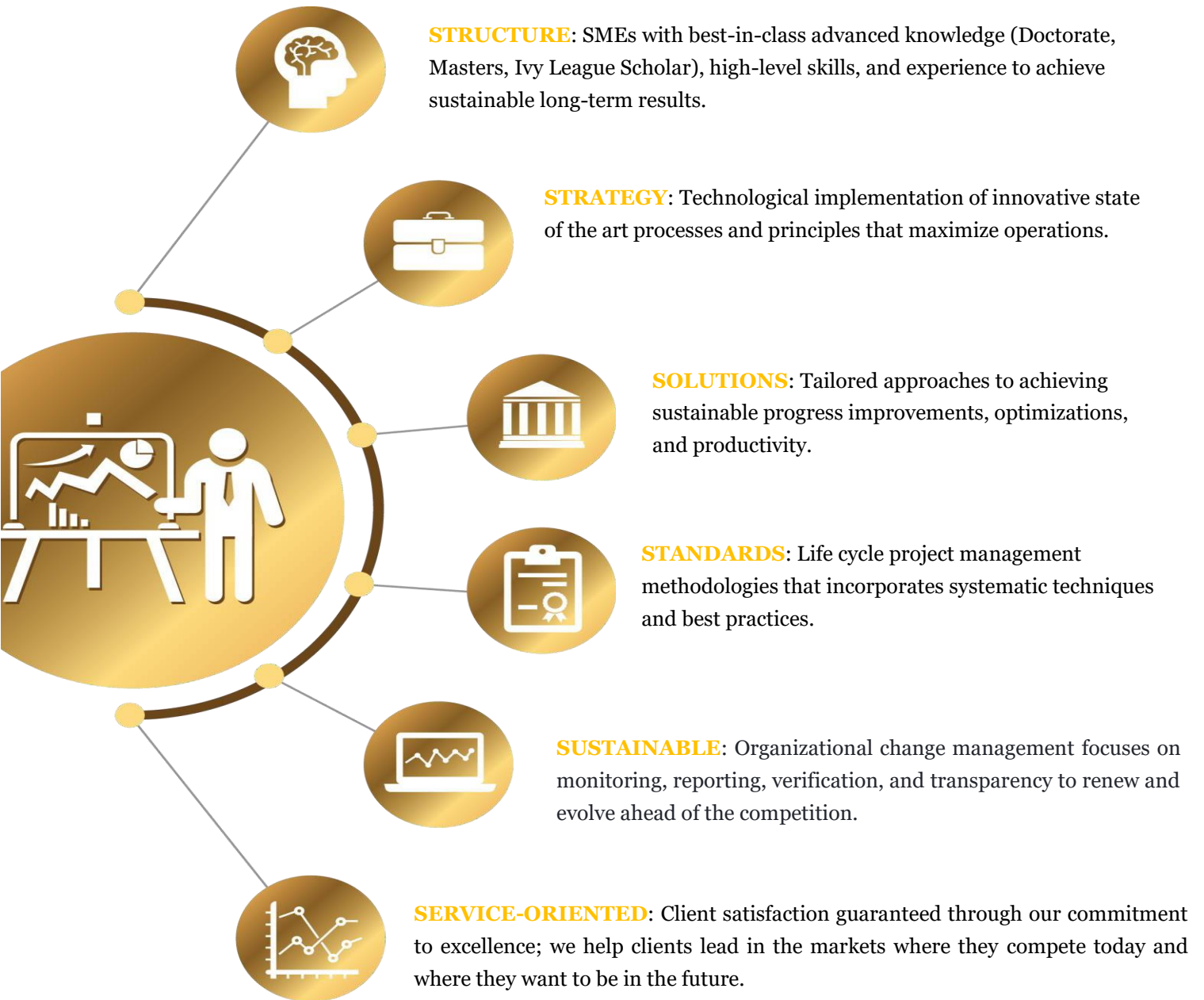


Dr. Oma Koro, CTO - leads series of innovation initiatives that explore emerging technologies, assess their application to the company's business and recommend new strategies and solutions. Responsible for the company's industry standards engagements, university collaborations, and technical community programs. Over 21 years of experience directing the development and implementation of Cloud strategy and approach. Worked with Key Opinion Leaders to renegotiate supplier contracts, resulting in \$1M+ annualized saving in operating expenses. Developed proposal for the implementation of Global Immersive Telepresence solution for Executive use and once implemented, this will result in increased productivity and reduced travel expenses. Recommends long-term approaches to strategic suppliers and technologies with the aim of optimizing operations and delivering savings. Proactively managed budget to deliver a \$1M surplus to budget in the fiscal year. *PhD – Computer Science, MS – Computer Science, BS – Computer Science.*



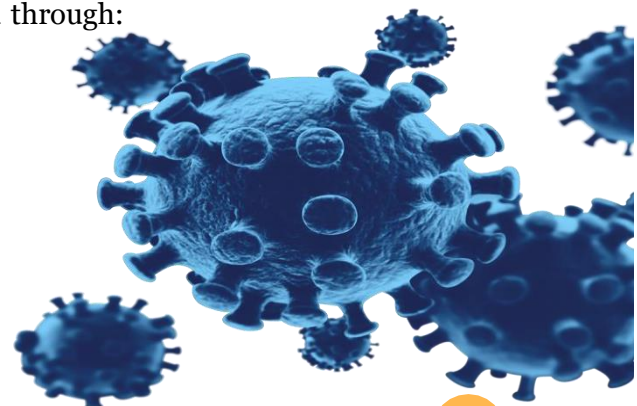
Dr. Jules Chin, CMO - responsible for global marketing efforts. Has over 10 years of successfully leading global corporate marketing, product marketing, public relations, and engineering for leading software companies. Expert knowledge of best practices for spearheading company-wide change by establishing a new strategic direction, which leads to increased revenue growth of over 2X in less than three years. Extended go-to-market strategy to sell into federal and state government entities. Developed go-to-market strategy to successfully integrate acquired Metis Software. Oversaw a successful launch of five major releases in a period of less than 28 months. Identified demand generation deficiencies and worked with sales operations to improve sales execution. *DBA – Business Administration, MBA – Business Administration, BS – Communications.*

Competitive Advantage



Sancian LLC is committed to scientific excellence serving clients with the highest levels of precision, reliability, ethics, integrity, and quality standard through:

- Practical and value-added solutions
- Strategic and Innovative approaches
- Customer-focused and mission-driven
- GSA Pricing (Big 4 financial resources without the overhead)



Services

Integrating industry knowledge, strategic implementation, and business intelligence are core to the Sancian LLC approach. From strategy to execution, our winning service offerings combine innovative thinking, scientific design, sophisticated development, and best-in-class analysis to ensure high value deliverables.

Regulatory Science

Sancian LLC develops new tools, standards, and approaches to assess the safety, efficacy, quality, and performance of products:

Quality Control and Quality Assurance	Sancian ensures products and services meet consumer expectations through a process-oriented focus on defect prevention.
Regulatory and Clinical Operations	Sancian manages the cross-functional interdepartmental interactions to ensure data and information are delivered for trial success.
Research and Development	Sancian researches market and customer needs to develop new and improved valuable tools for growing and improving your business.
Risk Management and Compliance	Sancian predicts and manages risks to help organizations protect themselves from risks that might eventually lead to non-compliance.

Science Policy

Sancian LLC allocates resources for the conduction of science towards the goal of best serving the public interest:

Science Policy Research	Sancian examines overarching principles and goals that dictate how science is delivered, accessed, costs, and outcomes.
Science Policy Advisory	Sancian provides recommendations on content strategies, collaboration partners, and trends affecting the future sciences landscape.
Scientific Program Analysis	Sancian analyzes and reports performance status with a focus on ensuring program optimization and program correctness.
Leadership Development	Sancian helps expand the capacity of individuals to perform in leadership roles within your organization.

Science Communications & Marketing

Sancian LLC communications inform, educate, raise awareness of science-related topics, and increase the sense of wonder about scientific discoveries:

Scientific and Medical Writing	Sancian clearly documents science concepts and ideas to present data and its interpretation at the right level for the target audience.
Manuscript Publication Preparation	Sancian develops dissemination plans for peer reviewed article reporting on innovative clinical trials and marketing cutting edge devices.
Proposal and Grant Development	Sancian identifies funding opportunities and supports the proposal development from conceptualization to final submission.
Health Advocacy and Education	Sancian evaluates common health care, social, and community barriers to advocate for cultural and communication solutions.

Science Administration & Management

Sancian LLC integrates business, policy, and science to manage the fiscal and human resources necessary to deliver valuable scientific services:

Science Services and Management	Sancian ensures specific corporate goals are attained, and resources are used efficiently across all departments for revenue growth.
Science Strategy and Implementation	Sancian outlines the exact course of action to move business initiatives from abstract to reality.
Science Coordination and Operations	Sancian leverages existing technical resources, contracts, and projects to ensure industry-standard practices for efficient business systems.
Services Monitoring and Evaluation	Sancian assesses whether a project is achieving its objectives, tracks the use of funds, identifies challenges, and creates evidence-based plans.

HHS Past Performance

Under the NAICS Code 541990, Sancian LLC has provided scientific and public health services to over 70 clients. Our subject matters experts and consultants serve complex problems and deliver solutions using evidence-based, best industry practices to empower, educate and solve an array of scientific challenges. Sancian consultants possess a significant degree of expertise and industry experience with a proven track record of providing professional excellence.

Sancian contractors recognize the confidentiality and integrity needed to successfully conduct governmental contracts. Previous work can be seen with, but not limited to:



Center for Disease Control and Prevention

- **Office of the Associate Director of Science:** Support the CDC's eClearance efforts by ensuring that all Scientific Executive committee products and services are of the highest quality and scientifically sound.
- **Scientific Publications Branch:** Develop, implement, and manage national epidemiological health communication and marketing programs, projects and initiatives.
- **Office of Science:** Develop high-level Advisory Directives for Excellence in Science Committee and eClearance within the Office of Scientific Quality (OSQ) and the Office of Scientific Integrity (OSI).
- **Center for Surveillance, Epidemiology, and Laboratory Services:** Guide development and testing, and dissemination of scientific information and audience-based projects.
- **Morbidity and Mortality Weekly Reports (MMWR):** Support senior staff in the development, testing, and timely dissemination of science- and audience-based products, tools, and messages to different audiences using various formats.

National Cancer Institute

- **National Cancer Institute:** Manage the execution of project deliverables on active phases of trials to maintain full compliance with all Pharmacovigilance, PhRMA, GCP, and FDA guidance

Food and Drug Administration

- **Global Regulatory Operations and Policy:** Scientific Medical writing for regulatory documents, clinical study reports, and manuscripts for publication in a scientific journal.

Why SANCIAN?

Right People

- ✓ We understand your needs and the environment.
- ✓ Our assessment, strategic planning, and industry experience.
- ✓ Quality education, skills, and certifications.
- ✓ Our committed to excellence from inception through all business processes.

Right Fit

- ✓ We become an extension of your environment to achieve long-term success.
- ✓ Our knowledge transfer process starts at the beginning of every engagement.
- ✓ We share our knowledge, best practices and lessons learned from past consulting engagements.

Right Results

- ✓ Pre-build tools and templates to accelerate start-up and reduce overall project costs.
- ✓ We are customer-focused and mission-driven.
- ✓ We are committed to delivering the best possible solutions to create visible and sustainable value.
- ✓ We Deliver!

