



CJD Life Sciences Consulting Inc.

Science-driven Innovation, Competitive Edge

Positioning Organizations to Deliver on Their Intended Health and Business Impact

An Overview of CJD Life Sciences Consulting – Focus on Infectious Disease

2025

Chris Delvecchio, PhD

Founder and President

P. +1.416.659.1010

E. chris@cjdsc.com

www.cjdsc.com



About CJD Life Sciences Consulting Inc.

Dr. Chris Delvecchio has served the life sciences community globally for **>15yrs**, working with world-leading health research organizations, governments, cutting-edge biotech firms and top-10 biopharmaceutical organizations in areas of business development, strategy, policy and competitive intelligence.



PhD – Biomedical Sciences
McMaster University



Bringing deep therapy area expertise in **communicable disease** and non-communicable diseases (incl. oncology, immunology, metabolic disease) **to deliver nuanced insights.**



Entrusted by recognized leaders to **advise on multi-billion dollar flagship programs** across the development life cycle in order to realize their full potential.



In-depth appreciation for technical features of platforms (inc. small molecules, **vaccines, biologics, cell tx**) and ability to translate them into **end-user benefit and business opportunity.**



History of working across **functions** (commercial, medical, R&D, policy) and **sectors** (academia, industry, government) **to achieve group consensus.**



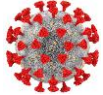
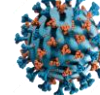
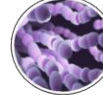
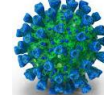
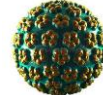
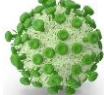
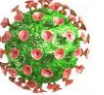
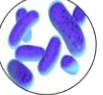
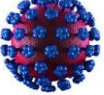
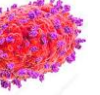
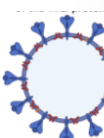
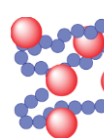
Foresight to understand priorities of leaders and to **translate complex data into clear messaging for C-suite**, allowing for rapid integration into decision-making.





Helping to Reduce the Burden of Infectious Disease

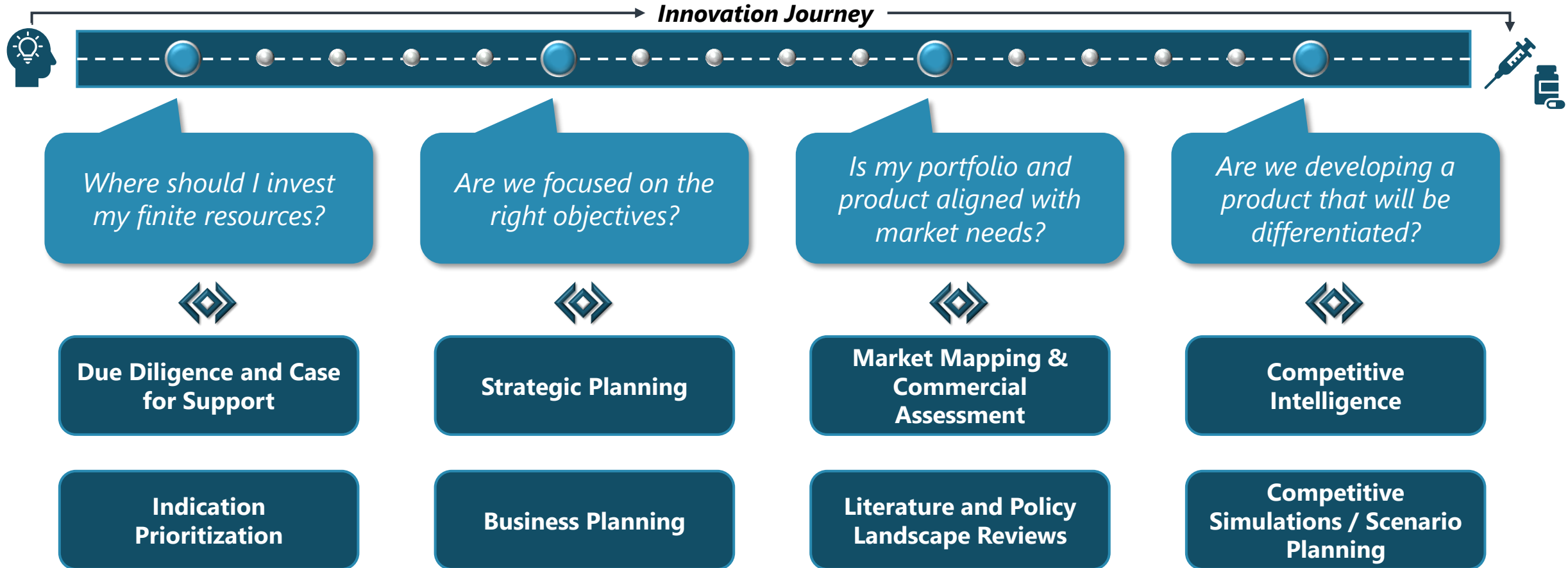
Dr. Chris Delvecchio brings notable experience in ID, from setting strategy, assessing competition and interpreting external environment policy shifts across a number of major categories, underserved areas and emerging ID challenges.

	Respiratory Disease						STI / Latent			Hep / GI / UT			Other		
Therapy Area Expertise <i>(non-exhaustive)</i>	SARS-CoV2	RSV	Influenza	hMPV	Pneumo	MERS	HPV	HIV	EBV	HepB	Rotavirus	E. Coli	Lassa	Ebola	MPox
															
Modality Expertise <i>(non-exhaustive)</i>															
	Subunit Vxs	mRNA Vxs	Virus-Like Particles	Conjugate Vxs	Long-acting Abs/PrEP	Phage	Antibiotics / Antivirals	Vx Presentation							
Geographic Expertise <i>(non-exhaustive)</i>															
															





Services and Expertise



With extensive experiences in strategy with organizations involved in life sciences innovation, ad hoc support and retainer-based structures are possible.



Business Model

CJD Life Sciences Consulting brings flexibility by operating in a hybrid manner, advancing initiatives forward independently or through a collaborative model to tackle complex challenges and generate value for clients.

1 Independent Delivery

- ◆ Directly contracted by a client to deliver a well-scoped project
- ◆ Typically aligned with prioritized service offerings

4 Advisory and Board Roles

- ◆ Participation on scientific and strategic advisory boards
- ◆ Leveraged for credibility and visibility

2 Collaborative Delivery

- ◆ Partnering with individual or consulting firms to deliver
- ◆ Flexibility re: depth of involvement

3 Fractional/Interim Roles

- ◆ Embedding within a client organization
- ◆ Committed time per week/month



Working Philosophy and Values

Service

Offering a working experience rooted in **responsiveness, a common understanding of the landscape, thought-provoking deliberation and proactivity**

Partnership

Deeply sharing the ambition of partners' organizations and programs to have an impact on health and generate a deserved return

Quality

Delivering thoughtful, logical and clear outputs that allow for engaging discussion, rapid decision-making and team consensus





A History of Impact for Clients

Over a 15+ year career, recommendations stemming from Dr. Delvecchio's work has led to tangible, positive change for organizations and their marquee programs.

- ◆ **Helped raise millions of dollars for R&D purposes**, through competitive grant competitions or investor pitches
- ◆ **Directed millions in investment based on identified opportunities** into new assets or life cycle management
- ◆ **Advised on the evolution of target product profiles** for greater alignment with HCP and payer needs
- ◆ **Uncovered intelligence that led to acceleration of clinical development programs** to beat the competition to market
- ◆ **Fostered rapid cross-functional action that led to or preserved millions in revenue** based on scenario planning



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Appendix: Detailed CV



Detailed CV: Overview

Chris Delvecchio, PhD
President
CJD Life Sciences Consulting Inc.



Introduction About Me

Dr. Chris Delvecchio has served the life sciences community globally for >15yrs, working with world-leading health research organizations, governments, cutting-edge biotech firms and top-10 biopharmaceutical organizations in areas of business development, strategy, policy and competitive intelligence.

Prior Work Experience



Principal
Jun '10 – Mar. '25



Strategic Advisor
Oct '23 – Jan '25



Project Manager
Jan '09 – Jun '10

Education



PhD – Biochemistry and Biomedical Sciences
Apr '04 – Jan '09



BSc – Cellular and Molecular Medicine
Sep '99 – Apr '04

Areas of Expertise

Services

Due Diligence/Case for Support

Indication Prioritization

Strategic & Business Planning

Needs Assessment

Landscape Assessments

Competitive Intelligence

Domains

Infectious Disease

Oncology

CV/Metabolic Disease

Immunology

Neurodegenerative Disease

Innovation Systems



Detailed CV: Project Track Record in Infectious Disease*

Topic	Title	Description	Client Type
Competitive Intelligence	Gaining a competitive edge in a combo vaccine market	Supported cross-functional teams to keep apprised of competitive moves and translate intelligence into commercial, medical and R&D strategy that fed into clinical trial design, forecasting exercises and medical differentiation strategies.	Top-5 Pharma
Strategy Workshops	Entering into a mature, competitive vaccine market with success	Supported the design and facilitation of simulation exercises that allowed cross-functional teams to devise competitor strategies, understand points of differentiation and likely development timelines to inform target vaccine profiles, unique selling features and positioning at launch.	Top-10 Pharma
Scenario Planning	Understanding the evolution of the ACIP and implications for the vaccine business	Supported US teams in defining all possibilities for the ACIP given shifts in the US administration, including the implications of new members, debanding of the Committee and greater influence of vaccine skeptics.	Top-10 Pharma
Market Mapping	Defining ACIP scenarios and cross-functional action plans	Supported a US commercial team focused on a key respiratory vaccine franchise to define all possible ACIP meeting outcomes, their probability of occurring and implications for the brand, and to create detailed action plans that would be executed to maintain leadership.	Top-10 Pharma
Primary Research	Gathering early signals of data release in a competitive respiratory vaccine landscape	Conducted detailed investigation of clinical trial records to uncover possible sooner-than-expected data readouts and validated hypothesis through primary research with key opinion leaders, allowing the client to prepare effectively for the scenario which came to fruition.	Top-10 Pharma
Indication Prioritization	Unlocking additional value of an anti-viral through life cycle management	Strategically appraised new indications based on epidemiological and market dynamics and feasibility of clinical development. Two indications were prioritized and programs have since been activated with ongoing clinical trials.	Top-5 Pharma
Case For Support	Optimizing the impact of an innovative, first-in-class bacterial vaccine	Supported the differentiation and development of a potential first-in-class bacterial vaccine against a prevalent invasive disease often observed in hospital settings by pressure-testing product profiles with key opinion leaders and facilitating strategic workshops.	Top-5 Pharma
Competitive Intelligence	Assessing competitive antibiotic portfolio strategy to inform internal strategic planning	Evaluated R&D, licensing deals, partnerships and geographic-specific marketing efforts and substantiated hypotheses of company strategy through interviews with sources and key opinion leaders to establish company archetypes and drivers in the antibiotic space.	Top-10 Pharma
Market Mapping	Assessing the evolution of Gavi's portfolio for a prominent infectious disease	Supported the engagement of Gavi-associated stakeholders to understand perspectives, decision-making structures and support for vaccines against a well-served bacterial infectious disease.	Top-5 Pharma



*Non-exhaustive; select examples only and more available upon request.



Detailed CV: Project Track Record in Infectious Disease*

Topic	Title	Description	Client Type
Case For Support	Readying aging populations for infectious disease threats	Supported strategic planning efforts and a \$160M funding proposal for a transformative program that would focus on delivering holistic protection to aging populations who face the greatest consequences from infectious disease threats.	University
Strategic Planning	Establishing a national vaccine manufacturing facility for an underserved market	Supported the definition of the unmet need and mapped existing resources in the country to establish a vision for a novel manufacturing facility and related priorities and business plans, securing millions in investment to launch the effort.	Private Sector
Indication Prioritization	Evaluating and prioritizing opportunities for vaccines in the traveler's market	Customized information gathering frameworks inclusive of weighted evaluation criteria to guide research efforts and prioritization of viral targets for the traveler's markets in Asia-Pacific, Latin America and Africa, accounting for epidemiology, competitor pipelines and access considerations.	Top-5 Pharma
Strategic Planning	Developing a strategic plan to eliminate cervical cancer with HPV vaccines and beyond	Worked with a non-for-profit organization to develop a national action plan that would account for deployment and adoption of HPV vaccines in order to help meet the goals for elimination of disease.	Not-for-Profit
Literature Review	Understanding the implications of antibiotic-induced dysbiosis	Conducted an in-depth literature review focused on understanding the links between antibiotic use and long-term disease outcomes and sequelae that could inform and assess the value for a targeted antibiotic strategy of small molecules and phage therapy	Top-5 Pharma
Due Diligence	Evaluating an investment opportunity for a malaria diagnostic	Engaged by a multinational venture capital firm to evaluate the impact, market and commercial risks for an early-development Malaria diagnostic, focusing on forecasting market demand, understanding differentiation and valuating the potential return.	Investor
Strategic Planning	Accelerating and de-risking vaccine development through public-private partnerships	Supported the development of a strategic plan that would define priorities for the partnership, division of responsibilities and future reward, necessary investments and detailed 5-year operating plans along with a case for support to senior leadership.	Top-10 Pharma
Case for Support	Raising capital for a microbiome research program	Helped a consortium of academic and industry investigators secure \$15M in funding in order to advance novel therapeutics that modulate the microbiome and preserved healthy bacteria to generate more favorable long-term outcomes.	University
Strategic Planning	Aligning efforts to develop a MERS vaccine	Worked with a leading not-for-profit organization focused on vaccine development to hold a two-day conference on MERS vaccine development, which would include pharma, government and academic innovators and focus on partnership opportunities and needs in the field.	Not-for-Profit



*Non-exhaustive; select examples only and more available upon request.



Detailed CV: Publications

Loewenstein, A, Berger, A., Daly, A., Creuzot-Garcher, C., Gale, R., Ricci, F., Zarranz-Ventura, J., and Guymer, R. Save our Sight (SOS): a collective call-to-action for enhanced retinal care across health systems in high income countries. 2023 In Press. Eye. Nature Group Publication. (Ghost Writer)

Walter MC, Chiriboga C, Duong T, Goemans N, Mayhew A, Ouillade L, Oskoui M, Quinlivan R, Vázquez-Costa JF, Vissing J, Servais L. Improving Care and Empowering Adults Living with SMA: A Call to Action in the New Treatment Era. *J Neuromuscul Dis.* 2021;8(4):543-551. doi: 10.3233/JND-200611. PMID: 33646175; PMCID: PMC8385518. (Ghost writer)

PrEParing for Success in Pre-Exposure Prophylaxis. PrEP has tremendous potential across a range of infectious diseases, and innovators need to be ready. (White Paper)

Excler JL, Delvecchio CJ, Wiley RE, Williams M, Yoon IK, Modjarrad K, Boujelal M, Moorthy VS, Hersi AS, Kim JH; MERS-CoV Vaccine Working Group. Toward Developing a Preventive MERS-CoV Vaccine-Report from a Workshop Organized by the Saudi Arabia Ministry of Health and the International Vaccine Institute, Riyadh, Saudi Arabia, November 14-15, 2015. *Emerg Infect Dis.* 2016 Aug;22(8):e160229. doi: 10.3201/eid2208.160229. PMID: 27439020; PMCID: PMC4982192.

Stephen J, Delvecchio C, Spitale N, Giesler A, Radford K, Bilan P, Cox PG, Capone JP, Nair P. PPAR ligands decrease human airway smooth muscle cell migration and extracellular matrix synthesis. *Eur Respir J.* 2013 Feb;41(2):425-32. doi: 10.1183/09031936.00145009. Epub 2012 May 31. PMID: 22653770.

Delvecchio C, Tiefenbach J, Krause HM. The zebrafish: a powerful platform for in vivo, HTS drug discovery. *Assay Drug Dev Technol.* 2011 Aug;9(4):354-61. doi: 10.1089/adt.2010.0346. Epub 2011 Feb 10. PMID: 21309713.

Delvecchio CJ, Bilan P, Nair P, Capone JP. LXR-induced reverse cholesterol transport in human airway smooth muscle is mediated exclusively by ABCA1. *Am J Physiol Lung Cell Mol Physiol.* 2008 Nov;295(5):L949-57. doi: 10.1152/ajplung.90394.2008. Epub 2008 Sep 26. PMID: 18820007.

Delvecchio CJ, Capone JP. Protein kinase C alpha modulates liver X receptor alpha transactivation. *J Endocrinol.* 2008 Apr;197(1):121-30. doi: 10.1677/JOE-07-0525. PMID: 18372238.

Delvecchio CJ, Bilan P, Radford K, Stephen J, Trigatti BL, Cox G, Parameswaran K, Capone JP. Liver X receptor stimulates cholesterol efflux and inhibits expression of proinflammatory mediators in human airway smooth muscle cells. *Mol Endocrinol.* 2007 Jun;21(6):1324-34. doi: 10.1210/me.2007-0017. Epub 2007 Apr 3. PMID: 17405904.

Sonnenfeld MJ, Delvecchio C, Sun X. Analysis of the transcriptional activation domain of the *Drosophila* tango bHLH-PAS transcription factor. *Dev Genes Evol.* 2005 May;215(5):221-9. doi: 10.1007/s00427-004-0462-9. Epub 2005 Apr 8. PMID: 15818484.



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