



DigitalRadius

A question of
SCALE

Ander Tallett
Founder

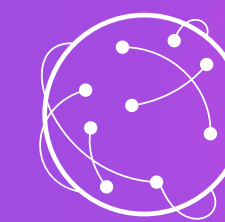
Oct 2020

SCALE

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Our concept
is that **IMPACT**
is driven by
SCALE

Efficient, Fast Scale = Tech
Tech = Impact

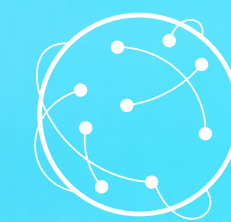


DigitalRadius

We focus on enabling rapid and efficient scale-up of growth companies by delivering on the promise of digital transformation for core teams, analytics, and decision making.

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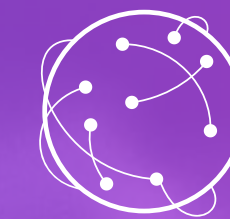
Huge effort goes into finding and funding the next big thing.

But the **IMPACT** really comes from **SCALE**.

Revenue
Jobs
Data
Valuation

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moderna®

is a perfect example.

2014

2020

100

1,000 Employees

0

22 Drug Candidates

5

50+ hires/month fully remote

Paper

Fully Digital Manufacturing Plant

Tech played a big role.

- 2018 ISPE Facility of the Future, fully Digital
- 2018 SAP Innovation Award
- Highly advanced and integrated cloud/SaaS application environment
- In-house cloud-based R&D applications
- Integrated Clinical environment



What is SCALE?

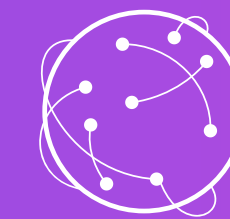
- Products
- Capacity
- Sales
- Headcount
- Valuation

How do we help?

- SaaS/Cloud Strategy
- Enterprise Architecture
- Transformation Roadmap
- Integration & Master Data Hub
- Major Systems Selection & Implementation

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SCALE = IMPACT

Shorter time to market

Faster, more efficient growth

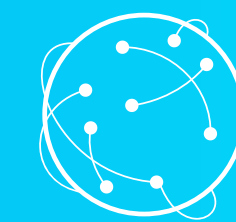
Better data = better decisions

Better ROI = more investment

Our
approach
delivers
benefits
across the
enterprise

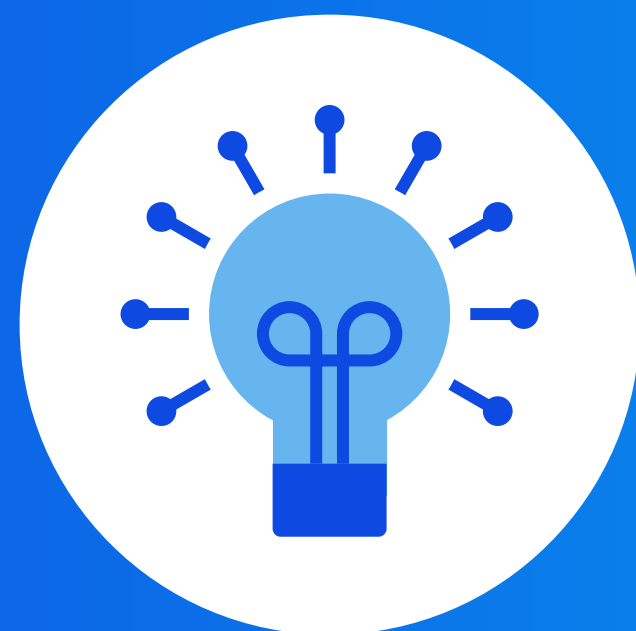
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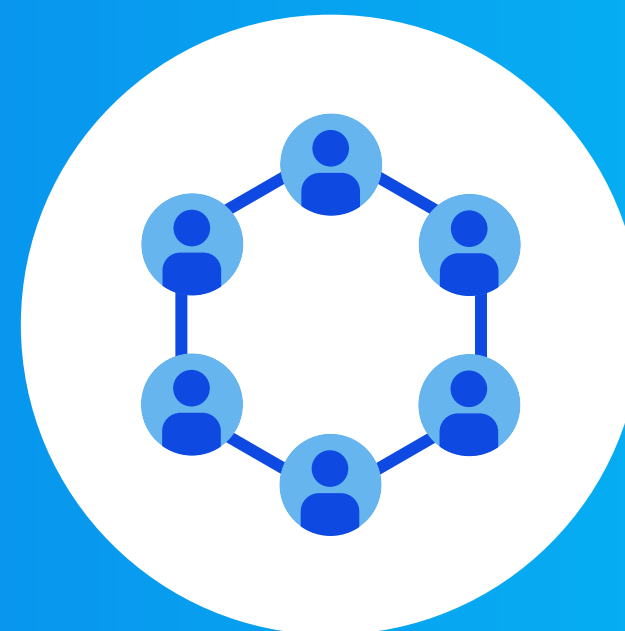
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SCALE creates value and investor returns



Solutions

Improved ROI with faster scale / higher valuation



People

Automating transactional work reduces headcount and improves company culture



Investment

Reduce time and \$ to achieve impact, attract more capital

A Question of **SCALE**

By enabling **SCALE**,
DigitalRadius creates
value for growth
Companies



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Advanced Digital Transformation

- AI
- Process Improvement
- Digital enabled workforce
- Highly integrated
- Highly automated
- Very efficient operations (lower costs, better and faster decisions)

Digital = Growth Catalyst

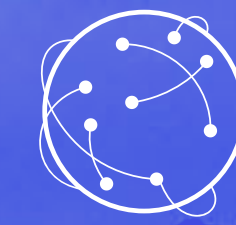
- Improves speed of development
- Optimized use of capital
- Better systems and data = better decision making and ops/processes
- Improve who you hire = problem solvers, not transactional headcount

Limited impact and value

- System selection as needed
- Support for ops teams e.g. Finance, HR

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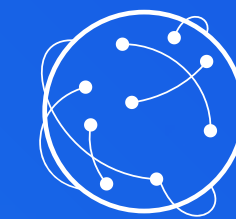
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How DigitalRadius Can Help

- The goal at DigitalRadius is to rapidly build a leading Digital Transformation practice.
- Starting from a phased roadmap, we can help any stage growth company achieve scale faster, better, and more efficiently.
- This means promising and well funded ideas become real-world solutions faster, with less risk, and with less capital.

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• What we offer

System

- Selection
- Implementation & Project Management
- Integration
- Best Practices

Enterprise

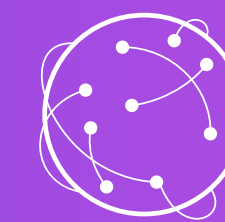
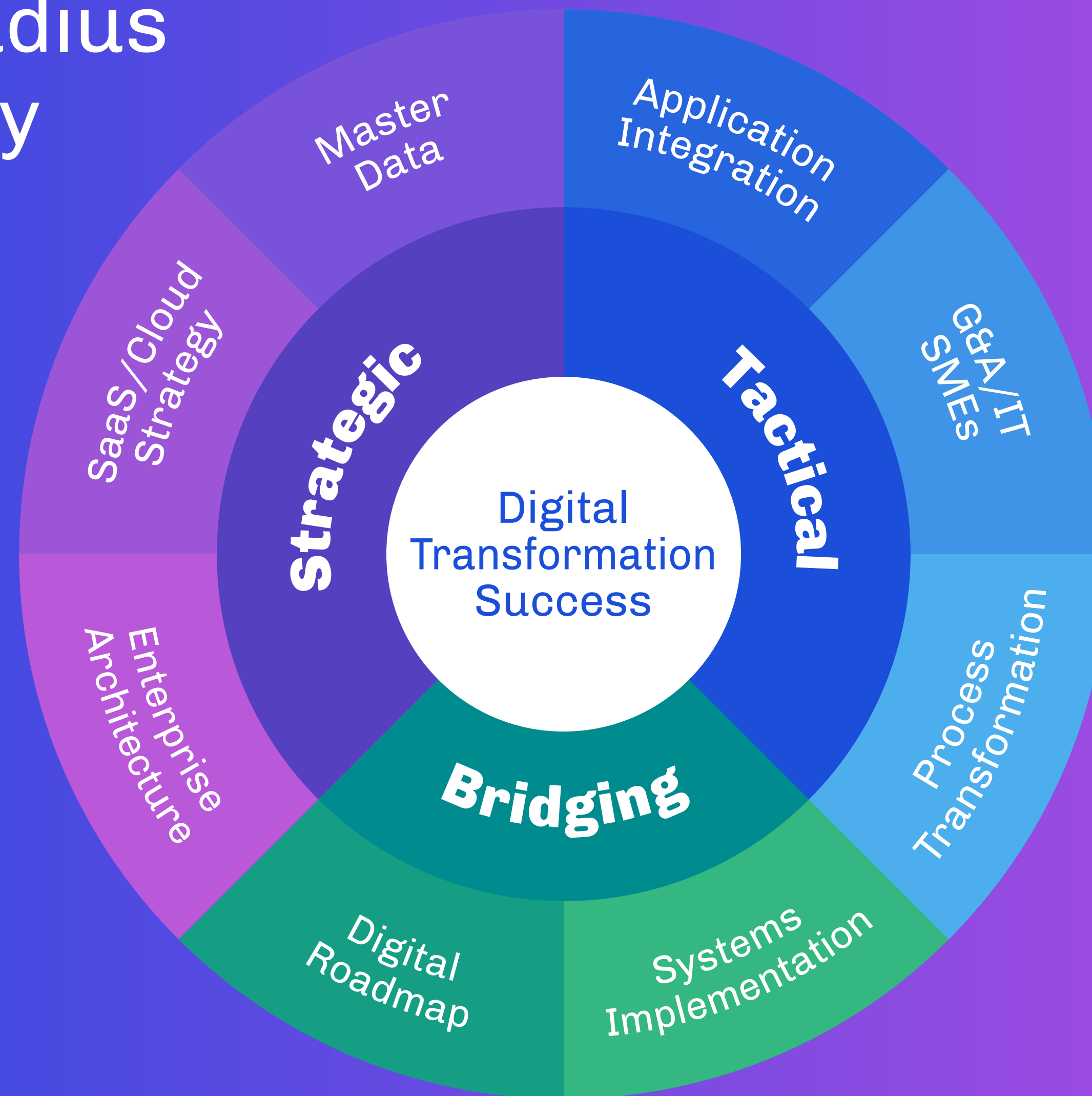
- Future state roadmap
- SaaS/cloud enterprise architecture
- Master data management/hub

Functional

- Process assessment
- Process improvement & automation
- Operational best practices

DigitalRadius Capability Map

Our bottom-up functional experience sets us apart. We can bridge the gap between enterprise transformation and planning to the team-level process improvement that drives real change.



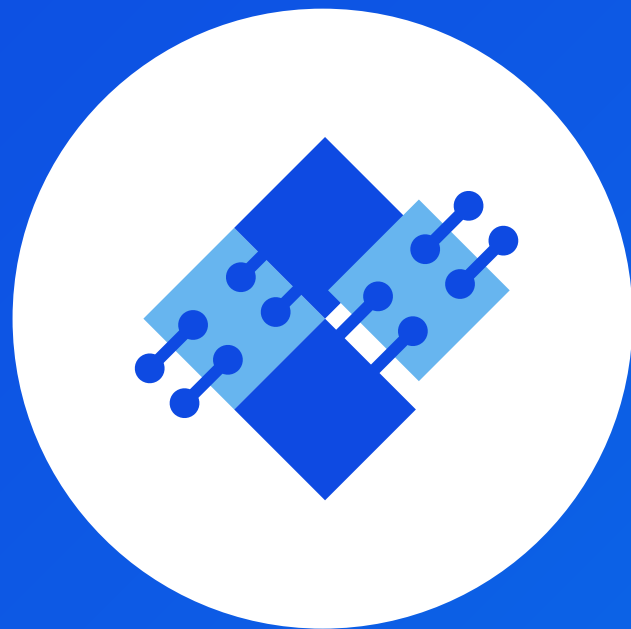
Business and IT leaders universally believe successful digital transformation requires a dual-track approach that combines innovation at both the enterprise level and in business processes running in individual departments or lines of business. Yet only a third have a strategy that encompasses both.

— *Harvard Business Review*
August 2020

Value Drivers



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Avoid the patchwork quilt

- **A clear roadmap for your IT landscape**
- Avoid mistakes
- Improve processes



Cost savings and enterprise ROI

- Better systems = very strong enterprise ROI
- Better/fewer headcount
- Improved company culture: **“we get things done”**



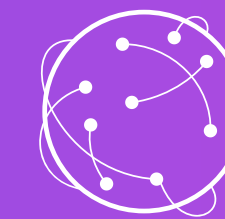
Data integrity and cybersecurity

- Leverage the protection of **best-of-breed SaaS** applications
- Improved data retention
- Improved data integrity

How we are different



By Ander Tallett, *Founder*

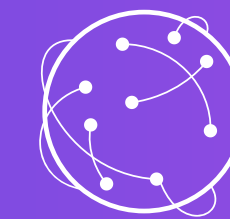


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- **At Moderna, I had many of the big consulting companies** come in for projects. **They universally failed** to understand, bottom-up, what teams did on a daily basis, why limitations existed, and why decisions had been made. **They** always pitched two people, a business consultant and IT person, and **never understood how Digital fits into a modern enterprise.**
- This is typical. **80%+ of major digital transformation projects**, almost all lead by these firms, **fail**. My view is they fail for this exact reason: **they are led by business consultants far removed from the actual operations and with limited Digital knowledge or skills.**
- **DigitalRadius is different.** We work from the **granular level up through the enterprise architecture** and planning. **We bridge the gap between team** and unit-level digital transformation **and the top-down** enterprise transformation. **Our projects work.** We understand IT, we understand Business Consulting, **we are Digital to our core.**
- At Moderna—I helped build the most advanced **Life Sciences business systems environment**. It enabled scale. It saved capital. **It improved decision making. It reduced time to market.** It allowed us to triple our hiring and add zero HR Ops headcount. **It improved ROI dramatically.** For that, I had the **highest rate of salary growth and promotion over 5 years at Moderna.**
- **My role in Digital was so much a part of the operations, that it frequently crossed into functional ownership:** including Human Resources, Talent Acquisition, Learning & Development, and Finance—with roughly **1/3rd of Finance reporting directly to me** by 2020. That level of **functional knowledge and granular operational skill sets DigitalRadius apart.**

We solve operational issues through the lens of technology—and we love doing it.

About Me



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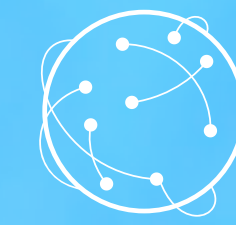


Ander Tallett

- Founder DigitalRadius
- VP Finance Transformation, Business Systems for Moderna
- Over 50 successful SaaS implementations
- 2018 SAP Innovation Award Winner
- Managing Partner Block Mill Capital
- Founder & CEO Driveway Doctors
- Founder Argent Skis, Square Top Brands

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Thank You

Ander Tallett

www.digitalradius.com

atallett@digitalradius.com

Boston, MA