

# Thomas Croisier

## Partner



Thomas Croisier joined Monitor (now Monitor Deloitte) in 1998 and is currently a Partner based in the Paris Office.

During his tenure at Monitor, he has worked extensively in pharmaceutical / life science sector – across Europe and in the US – with projects mostly focusing on Corporate Strategy, Pricing and Market Access strategy, Product Launch, Innovation and Commercial / Business Models.

Thomas is leading Monitor Deloitte's Market Access and Pricing Practice globally.

### Relevant experience

- Pricing & Access strategy for a USD 5 billion franchise facing increasing competition from traditional players and bio-similars, as well as new product launch opportunities – including risk assessment, value pricing and affordability analysis, solutions development, contracting strategy
- Value strategy for an oncology portfolio in Europe to account for changing healthcare systems leading to tightened reimbursement and access conditions – including value story development, messaging, negotiation mock-up and training
- Commercial strategy for the launch of three new *blockbuster drugs* in Europe; including how to best secure official recommendation and reimbursement for these three products in each European country
- Corporate strategy of a leading medical device manufacturer, defining how to best manage uncertainty around healthcare environments in Europe in a pro-active and flexible manner
- Due diligence for the acquisition of a European medical device company by a VC fund

### Academic Background and previous work experience

Thomas holds a MA in Banking-Finance-Insurance from the University Paris-Dauphine, and a Graduate Degree in Business Law from the University Paris-Sorbonne.

Before joining Monitor (now Monitor Deloitte), Thomas worked as a Manager in the Global Strategy and New Ventures Department of Motorola's Enterprise division in Paris and Chicago and as a M&A analyst for HSBC in Paris and London