



THE KENSHO SEARCH ADVANTAGE

Enlightened Medical Technologies Recruiting

THE KENSHO FOCUSED SEARCH PROCESS

We follow an 8-phase, 30-step process that results in superior, consistent results for our clients:

- I. We **Profile** your open position and the ideal candidate through in-depth discussions with you as we go through our **Kensho PREP™ (Position Requirements Profile)**. Through this process we understand the key drivers of the position and what will define a successful candidate within your organization.
- II. To begin our **Focused Search**, we collaborate with you to identify the top companies where the right individuals currently work. We then locate target candidates (100-300) at these companies through our research and networking efforts, systematically contact each one, and present your opportunity to them in an in-depth and insightful manner. Our research team will utilize many different tools and techniques to ensure we reach the right candidates for you.
- III. We conduct an **Extensive Candidate Qualification** of key candidates using the **Kensho ASQ™ (Assess for Superior Qualifications)** in-depth behavioral interviews utilizing Top Grading principles. We apply the **PREP™** profile generated from our discussions with you to only present candidates that are match for your position. In addition, we take an additional step of proactively doing at least one **VERIFY™** reference check prior to submitting the candidate for your review.

| THE KENSHO SEARCH ADVANTAGE | | THE KENSHO GROUP |
|---|--|------------------|
| Enlightened Executive Search and Recruiting Solutions | | CM NETWORKS |
| PREP™: Position Requirements Profile | | |
| Position: | VP, Regulatory and Clinical Affairs | |
| Company / Division: | Contractors / Neurosciences | |
| Date: | October 2, 2008 | |
| Company / Division Information | | |
| Product / Service: | Manufacturing technologies for depression | |
| Relationship to Parent Company, if applicable: | NA | |
| Year Company Started / # of Offices: | Company created; purchase of start-up in 2005 | |
| Company growth / Funding: | 20% revenue growth annually; \$M in operational budget | |
| Size of company/Division (if applicable): | 1500-20 employees | |
| Other potential hiring needs: | Need 3 clinical researchers | |
| Position Information | | |
| Position Title: | VP, Regulatory and Clinical Affairs | |
| Position requires license/visa: | no/US/1-100 | |

| THE KENSHO SEARCH ADVANTAGE | | THE KENSHO GROUP |
|---|--------------------------------|------------------|
| Enlightened Executive Search and Recruiting Solutions | | CM NETWORKS |
| TARGET LIST | | |
| Target Company: Company 123 | Competitor: Company 567 | |
| • ABC Pharma | • XYZ Biotech | |
| • DEF Health | • GHI Biotech | |
| • JKL Pharma | • MNO Biotech | |
| • PQR Health | • STU Biotech | |
| • VWX Pharma | • YZA Biotech | |
| • BCD Health | • EFG Biotech | |
| • HIJ Pharma | • KLM Biotech | |
| • NOP Health | • QRS Biotech | |
| • TUV Pharma | • WXY Biotech | |
| • ZAB Health | • CDE Biotech | |
| • GHI Pharma | • JKL Biotech | |
| • MNO Health | • PQR Biotech | |
| • STU Pharma | • VWX Biotech | |
| • YZA Health | • BCD Biotech | |
| • EFG Pharma | • HIJ Biotech | |
| • KLM Health | • NOP Biotech | |
| • QRS Pharma | • STU Biotech | |
| • VWX Health | • YZA Biotech | |
| • BCD Pharma | • EFG Biotech | |
| • GHI Health | • IJK Biotech | |
| • LMN Pharma | • OPQ Biotech | |
| • RST Health | • UVW Biotech | |
| • XYZ Pharma | • ABC Biotech | |
| • DEF Health | • GHI Biotech | |
| • JKL Pharma | • MNO Biotech | |
| • PQR Health | • STU Biotech | |
| • VWX Pharma | • YZA Biotech | |
| • BCD Health | • EFG Biotech | |
| • GHI Pharma | • IJK Biotech | |
| • LMN Health | • OPQ Biotech | |
| • RST Pharma | • UVW Biotech | |
| • XYZ Health | • ABC Biotech | |
| • DEF Pharma | • GHI Biotech | |
| • JKL Health | • MNO Biotech | |
| • PQR Pharma | • STU Biotech | |
| • VWX Health | • YZA Biotech | |
| • BCD Pharma | • EFG Biotech | |
| • GHI Health | • IJK Biotech | |
| • LMN Pharma | • OPQ Biotech | |
| • RST Health | • UVW Biotech | |
| • XYZ Pharma | • ABC Biotech | |
| • DEF Health | • GHI Biotech | |
| • JKL Pharma | • MNO Biotech | |
| • PQR Health | • STU Biotech | |
| • VWX Pharma | • YZA Biotech | |
| • BCD Health | • EFG Biotech | |
| • GHI Pharma | • IJK Biotech | |
| • LMN Health | • OPQ Biotech | |
| • RST Pharma | • UVW Biotech | |
| • XYZ Health | • ABC Biotech | |
| • DEF Pharma | • GHI Biotech | |
| • JKL Health | • MNO Biotech | |
| • PQR Pharma | • STU Biotech | |
| • VWX Health | • YZA Biotech | |
| • BCD Pharma | • EFG Biotech | |
| • GHI Health | • IJK Biotech | |
| • LMN Pharma | • OPQ Biotech | |
| • RST Health | • UVW Biotech | |
| • XYZ Pharma | • ABC Biotech | |
| • DEF Health | • GHI Biotech | |
| • JKL Pharma | • MNO Biotech | |
| • PQR Health | • STU Biotech | |
| • VWX Pharma | • YZA Biotech | |
| • BCD Health | • EFG Biotech | |
| • GHI Pharma | • IJK Biotech | |
| • LMN Health | • OPQ Biotech | |
| • RST Pharma | • UVW Biotech | |
| • XYZ Health | • ABC Biotech | |
| • DEF Pharma | • GHI Biotech | |
| • JKL Health | • MNO Biotech | |
| • PQR Pharma | • STU Biotech | |
| • VWX Health | • YZA Biotech | |
| • BCD Pharma | • EFG Biotech | |
| • GHI Health | • IJK Biotech | |
| • LMN Pharma | • OPQ Biotech | |
| • RST Health | • UVW Biotech | |
| • XYZ Pharma | • ABC Biotech | |
| • DEF Health | • GHI Biotech | |
| • JKL Pharma | • MNO Biotech | |
| • PQR Health | • STU Biotech | |
| • VWX Pharma | • YZA Biotech | |
| • BCD Health | • EFG Biotech | |
| • GHI Pharma | • IJK Biotech | |
| • LMN Health | • OPQ Biotech | |
| • RST Pharma | • UVW Biotech | |
| • XYZ Health | • ABC Biotech | |
| • DEF Pharma | • GHI Biotech | |
| • JKL Health | • MNO Biotech | |
| • PQR Pharma | • STU Biotech | |
| • VWX Health | • YZA Biotech | |
| • BCD Pharma | • EFG Biotech | |
| • GHI Health | • IJK Biotech | |
| • LMN Pharma | • OPQ Biotech | |
| • RST Health | • UVW Biotech | |
| • XYZ Pharma | • ABC Biotech | |
| • DEF Health | • GHI Biotech | |
| • JKL Pharma | • MNO Biotech | |
| • PQR Health | • STU Biotech | |
| • VWX Pharma | • YZA Biotech | |
| • BCD Health | • EFG Biotech | |
| • GHI Pharma | • IJK Biotech | |
| • LMN Health | • OPQ Biotech | |
| • RST Pharma | • UVW Biotech | |
| • XYZ Health | • ABC Biotech | |
| • DEF Pharma | • GHI Biotech | |
| • JKL Health | • MNO Biotech | |
| • PQR Pharma | • STU Biotech | |
| • VWX Health | • YZA Biotech | |
| • BCD Pharma | • EFG Biotech | |
| • GHI Health | • IJK Biotech | |
| • LMN Pharma | • OPQ Biotech | |
| • RST Health | • UVW Biotech | |
| • XYZ Pharma | • ABC Biotech | |
| • DEF Health | • GHI Biotech | |
| • JKL Pharma | • MNO Biotech | |
| • PQR Health | • STU Biotech | |
| • VWX Pharma | • YZA Biotech | |
| • BCD Health | • EFG Biotech | |
| • GHI Pharma | • IJK Biotech | |
| • LMN Health | • OPQ Biotech | |
| • RST Pharma | • UVW Biotech | |
| • XYZ Health | • ABC Biotech | |
| • DEF Pharma | • GHI Biotech | |
| • JKL Health | • MNO Biotech | |
| • PQR Pharma | • STU Biotech | |
| • VWX Health | • YZA Biotech | |
| • BCD Pharma | • EFG Biotech | |
| • GHI Health | • IJK Biotech | |
| • LMN Pharma | • OPQ Biotech | |
| • RST Health | • UVW Biotech | |
| • XYZ Pharma | • ABC Biotech | |
| • DEF Health | • GHI Biotech | |
| • JKL Pharma | • MNO Biotech | |
| • PQR Health | • STU Biotech | |
| • VWX Pharma | • YZA Biotech | |
| • BCD Health | • EFG Biotech | |
| • GHI Pharma | • IJK Biotech | |
| • LMN Health | • OPQ Biotech | |
| • RST Pharma | • UVW Biotech | |
| • XYZ Health | • ABC Biotech | |
| • DEF Pharma | • GHI Biotech | |
| • JKL Health | • MNO Biotech | |
| • PQR Pharma | • STU Biotech | |
| • VWX Health | • YZA Biotech | |
| • BCD Pharma | • EFG Biotech | |
| • GHI Health | • IJK Biotech | |
| • LMN Pharma | • OPQ Biotech | |
| • RST Health | • UVW Biotech | |
| • XYZ Pharma | • ABC Biotech | |
| • DEF Health | • GHI Biotech | |
| • JKL Pharma | • MNO Biotech | |
| • PQR Health | • STU Biotech | |
| • VWX Pharma | • YZA Biotech | |
| • BCD Health | • EFG Biotech | |
| • GHI Pharma | • IJK Biotech | |
| • LMN Health | • OPQ Biotech | |
| • RST Pharma | • UVW Biotech | |
| • XYZ Health | • ABC Biotech | |
| • DEF Pharma | • GHI Biotech | |
| • JKL Health | • MNO Biotech | |
| • PQR Pharma | • STU Biotech | |
| • VWX Health | • YZA Biotech | |
| • BCD Pharma | • EFG Biotech | |
| • GHI Health | • IJK Biotech | |
| • LMN Pharma | • OPQ Biotech | |
| • RST Health | • UVW Biotech | |
| • XYZ Pharma | • ABC Biotech | |
| • DEF Health | • GHI Biotech | |
| • JKL Pharma | • MNO Biotech | |
| • PQR Health | • STU Biotech | |
| • VWX Pharma | • YZA Biotech | |
| • BCD Health | • EFG Biotech | |
| • GHI Pharma | • IJK Biotech | |
| • LMN Health | • OPQ Biotech | |
| • RST Pharma | • UVW Biotech | |
| • XYZ Health | • ABC Biotech | |
| • DEF Pharma | • GHI Biotech | |
| • JKL Health | • MNO Biotech | |
| • PQR Pharma | • STU Biotech | |
| • VWX Health | • YZA Biotech | |
| • BCD Pharma | • EFG Biotech | |
| • GHI Health | • IJK Biotech | |
| • LMN Pharma | • OPQ Biotech | |
| • RST Health | • UVW Biotech | |
| • XYZ Pharma | • ABC Biotech | |
| • DEF Health | • GHI Biotech | |
| • JKL Pharma | • MNO Biotech | |
| • PQR Health | • STU Biotech | |
| • VWX Pharma | • YZA Biotech | |
| • BCD Health | • EFG Biotech | |
| • GHI Pharma | • IJK Biotech | |
| • LMN Health | • OPQ Biotech | |
| • RST Pharma | • UVW Biotech | |
| • XYZ Health | • ABC Biotech | |
| • DEF Pharma | • GHI Biotech | |
| • JKL Health | • MNO Biotech | |
| • PQR Pharma | • STU Biotech | |
| • VWX Health | • YZA Biotech | |
| • BCD Pharma | • EFG Biotech | |
| • GHI Health | • IJK Biotech | |
| • LMN Pharma | • OPQ Biotech | |
| • RST Health | • UVW Biotech | |
| • XYZ Pharma | • ABC Biotech | |
| • DEF Health | • GHI Biotech | |
| • JKL Pharma | • MNO Biotech | |
| • PQR Health | • STU Biotech | |
| • VWX Pharma | • YZA Biotech | |
| • BCD Health | • EFG Biotech | |
| • GHI Pharma | • IJK Biotech | |
| • LMN Health | • OPQ Biotech | |
| • RST Pharma | • UVW Biotech | |
| • XYZ Health | • ABC Biotech | |
| • DEF Pharma | • GHI Biotech | |
| • JKL Health | • MNO Biotech | |
| • PQR Pharma | • STU Biotech | |
| • VWX Health | • YZA Biotech | |
| • BCD Pharma | • EFG Biotech | |
| • GHI Health | • IJK Biotech | |
| • LMN Pharma | • OPQ Biotech | |
| • RST Health | • UVW Biotech | |
| • XYZ Pharma | • ABC Biotech | |
| • DEF Health | • GHI Biotech | |
| • JKL Pharma | • MNO Biotech | |
| • PQR Health | • STU Biotech | |
| • VWX Pharma | • YZA Biotech | |
| • BCD Health | • EFG Biotech | |
| • GHI Pharma | • IJK Biotech | |
| • LMN Health | • OPQ Biotech | |
| • RST Pharma | • UVW Biotech | |
| • XYZ Health | • ABC Biotech | |
| • DEF Pharma | • GHI Biotech | |
| • JKL Health | • MNO Biotech | |
| • PQR Pharma | • STU Biotech | |
| • VWX Health | • YZA Biotech | |
| • BCD Pharma | • EFG Biotech | |
| • GHI Health | • IJK Biotech | |
| • LMN Pharma | • OPQ Biotech | |
| • RST Health | • UVW Biotech | |
| • XYZ Pharma | • ABC Biotech | |
| • DEF Health | • GHI Biotech | |
| • JKL Pharma | • MNO Biotech | |
| • PQR Health | • STU Biotech | |
| • VWX Pharma | • YZA Biotech | |
| • BCD Health | • EFG Biotech | |
| • GHI Pharma | • IJK Biotech | |
| • LMN Health | • OPQ Biotech | |
| • RST Pharma | • UVW Biotech | |
| • XYZ Health | • ABC Biotech | |
| • DEF Pharma | • GHI Biotech | |
| • JKL Health | • MNO Biotech | |
| • PQR Pharma | • STU Biotech | |
| • VWX Health | • YZA Biotech | |
| • BCD Pharma | • EFG Biotech | |
| • GHI Health | • IJK Biotech | |
| • LMN Pharma | • OPQ Biotech | |
| • RST Health | • UVW Biotech | |
| • XYZ Pharma | • ABC Biotech | |
| • DEF Health | • GHI Biotech | |
| • JKL Pharma | • MNO Biotech | |
| • PQR Health | • STU Biotech | |
| • VWX Pharma | • YZA Biotech | |
| • BCD Health | • EFG Biotech | |
| • GHI Pharma | • IJK Biotech | |
| • LMN Health | • OPQ Biotech | |
| • RST Pharma | • UVW Biotech | |
| • XYZ Health | • ABC Biotech | |
| • DEF Pharma | • GHI Biotech | |
| • JKL Health | • MNO Biotech | |
| • PQR Pharma | • STU Biotech | |
| • VWX Health | • YZA Biotech | |
| • BCD Pharma | • EFG Biotech | |
| • GHI Health | • IJK Biotech | |
| • LMN Pharma | • OPQ Biotech | |
| • RST Health | • UVW Biotech | |
| • XYZ Pharma | • ABC Biotech | |
| • DEF Health | • GHI Biotech | |
| • JKL Pharma | • MNO Biotech | |
| • PQR Health | • STU Biotech | |
| • VWX Pharma | • YZA Biotech | |
| • BCD Health | • EFG Biotech | |
| • GHI Pharma | • IJK Biotech | |
| • LMN Health | • OPQ Biotech | |
| • RST Pharma | • UVW Biotech | |
| • XYZ Health | • ABC Biotech | |
| • DEF Pharma | • GHI Biotech | |
| • JKL Health | • MNO Biotech | |
| • PQR Pharma | • STU Biotech | |
| • VWX Health | • YZA Biotech | |
| • BCD Pharma | • EFG Biotech | |
| • GHI Health | • IJK Biotech | |
| • LMN Pharma | • OPQ Biotech | |
| • RST Health | • UVW Biotech | |
| • XYZ Pharma | • ABC Biotech | |
| • DEF Health | • GHI Biotech | |
| • JKL Pharma | • MNO Biotech | |
| • PQR Health | • STU Biotech | |
| • VWX Pharma | • YZA Biotech | |
| • BCD Health | • EFG Biotech | |
| • GHI Pharma | • IJK Biotech | |
| • LMN Health | • OPQ Biotech | |
| • RST Pharma | • UVW Biotech | |
| • XYZ Health | • ABC Biotech | |
| • DEF Pharma | • GHI Biotech | |
| • JKL Health | • MNO Biotech | |
| • PQR Pharma | • STU Biotech | |
| • VWX Health | • YZA Biotech | |
| • BCD Pharma | • EFG Biotech | |
| • GHI Health | • IJK Biotech | |
| • LMN Pharma | • OPQ Biotech | |
| • RST Health | • UVW Biotech | |
| • XYZ Pharma | • ABC Biotech | |
| • DEF Health | • GHI Biotech | |
| • JKL Pharma | • MNO Biotech | |
| • PQR Health | • STU Biotech | |
| • VWX Pharma | • YZA Biotech | |
| • BCD Health | • EFG Biotech | |
| • GHI Pharma | • IJK Biotech | |
| • LMN Health | • OPQ Biotech | |
| • RST Pharma | • UVW Biotech | |
| • XYZ Health | • ABC Biotech | |
| • DEF Pharma | • GHI Biotech | |
| • JKL Health | • MNO Biotech | |
| • PQR Pharma | • STU Biotech | |
| • VWX Health | • YZA Biotech | |
| • BCD Pharma | • EFG Biotech | |
| • GHI Health | • IJK Biotech | |
| • LMN Pharma | • OPQ Biotech | |
| • RST Health | • UVW Biotech | |
| • XYZ Pharma | • ABC Biotech | |
| • DEF Health | • GHI Biotech | |
| • JKL Pharma | • MNO Biotech | |
| • PQR Health | • STU Biotech | |
| • VWX Pharma | • YZA Biotech | |
| • BCD Health | • EFG Biotech | |
| • GHI Pharma | • IJK Biotech | |
| • LMN Health | • OPQ Biotech | |
| • RST Pharma | • UVW Biotech | |
| | | |