



How we are dealing with Covid-19

Alif Saleh

CEO

Scipher Medicine

alif.saleh@sciphermedicine.com

The largest problem in healthcare today

\$33B annual sales of anti-TNFs, the world's largest selling drug class

65% of patients prescribed therapy fail to respond



 **HUMIRA**
adalimumab

 **Enbrel**
etanercept

 **Remicade**
INFLIXIMAB



Actionable insights **helping RA patients reach treatment targets**

PrismRA[®] is a first-of-its-kind molecular signature test that gives rheumatologists insights to help provide patients with their best opportunity to reach treatment goals by avoiding a class of therapies unlikely to deliver a positive response. PrismRA identifies biologic-naïve patients who are unlikely to respond to anti-TNF therapies with 90% accuracy.¹

Contact us to learn more about PrismRA



The 3 phases of dealing with Covid-19

1st phase.

March. This can get really bad.

What did we learn from .com bubble and 2008 financial meltdown?

- get buy-in from board regarding plans. Over communicate.
- make difficult decisions to preserve cash for 12-18 months
- follow your company's North Star

2nd phase.

April-May. Implement decisions.

- manage employee fears about today and tomorrow
- don't get distracted with supporting in Covid-19 work
- manage cash, vendor relationship, force majeure

3rd phase.

Now. Need to step up to the plate now more than ever.

- we need to perform better than ever given the restrictive capital environment
- stretch goals are now normal goals
- we work remotely, not from home..