



NAGEL STRATEGIES
HEALTH CARE & MED-TECH ADVISING

CLIENT SUCCESS | 2021

Sourcing Covid-19 Testing for Business Continuity and Workplace Safety

AT A GLANCE

My client, an innovative healthcare company with round-the-clock manufacturing facilities in many countries, needed Covid-19 testing solutions to enable essential employees to continue delivering its life-saving products.

Teri was an invaluable part of our team. In a highly dynamic and changing environment, she quickly became familiar with any topic and was soon the subject matter expert, advising the broader taskforce. Hopefully we'll never run into a situation quite like this again, but I would bring Teri onboard in a heartbeat if we did, and I'd certainly leverage Nagel Strategies again in the future.

WHAT I DID

I worked with the regional occupational health leads to define unique challenges and shape appropriate Covid-19 testing programs. I led the evaluation, commercial terms negotiation, risk assessments, cutting the typical onboarding time from months to weeks. With a fast-evolving supply market, I worked with subject matter experts to rapidly assess capabilities, capacity, risks, user experience, and test performance for PCR tests, rapid antigen tests, and wraparound services like reporting, scheduling, and vaccine event services.