



Executive Toolbox

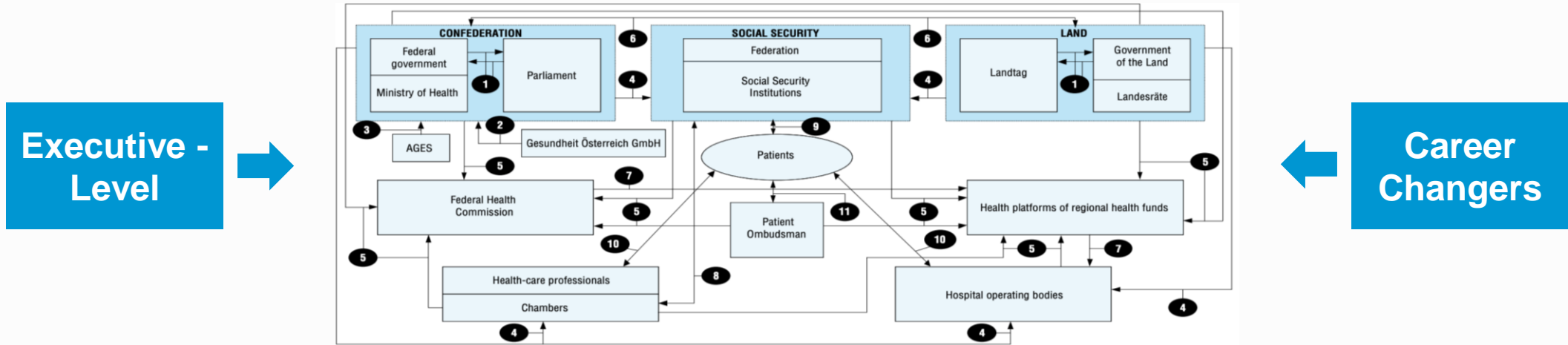
How to Get Started. How to Succeed.

3+1 Insights into Austrian Healthcare, Politics & Society

Talentor

a cooperation with **AXXESS**
HEALTHCARE CONSULTING

Complex & Fragmented Austrian Healthcare System



Extremely difficult to understand and gain access

- + New or different cultural background
- + Leadership role

➡ Highest impact on personal & organizational success



Executive Toolbox: 3+1 Insights into Austria

Insight 1:

Political parties
Relevant stakeholders
Separation of powers & interdependencies
Social partnership
Political atmosphere
Attitude towards life science companies

Insight 3:

Informal rules
Relevant stakeholders
Attitude towards life science companies

**Political
System**

**Healthcare
System**

**Media
& Society**

**Stakeholder
Meetings**

Insight 2:

Organization & legislative process
Relevant stakeholders
Financing & responsibilities
Outpatient sector, hospital sector
Reimbursement, lifecycle optimization, ...
Attitude towards life science companies

Optional +1:

Meet the relevant stakeholders in Austrian

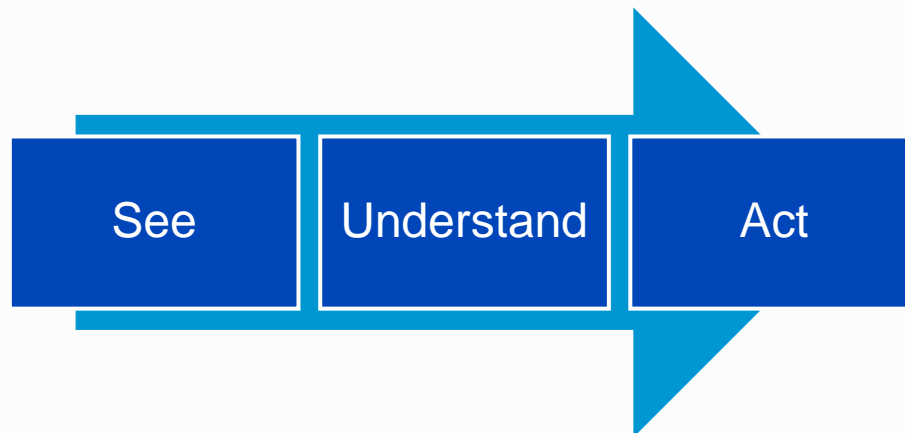
- Politics
- Healthcare
- Media



Ready for Success from Day One

We help you ...

- ... understand how **Austrian politics and healthcare** are interrelated (financing, reimbursement, lifecycle optimization, ...)
- ... know who the **relevant stakeholders** are and how to approach them
- ... set priorities for your **first 100 days** – focus your time & energy
- ... avoid pitfalls – **do's & don'ts** in Austrian politics, healthcare & society
- ... ask the **right questions** to your team



- ... as **successful business leader**
- ... to **effectively shape the Austrian healthcare environment**



Executive Toolbox – Skilled. Objective. Relevant.

Getting Ready to Shape the Austrian Life Science Market

Target group: GM & Executive-Level Management, career changers from other countries and/or industries

Timing: 1 day consulting – exclusive & individual timing

Location: Talentor Austria Office – onsite in the City Center of Vienna (online or mixed optional)

Language: English or German

Insights: Austrian healthcare system, politics, media, stakeholders, informal rules, ...

- Do's & don'ts
- The first 100 days

We coordinate the content with you according to your personal needs and the relevance of the information for your company.

Optional Add-ons:

- Meetings with selected stakeholders
- Tailor-made follow-up coaching



Your Partners in Healthcare & HR in Austria

Contact us: Joint Expertise for Your Success

Thomas Zembacher
Managing Director
Talentor Austria GmbH



M +43 664 60 40 58 91



E thomas.zembacher@talentor.com

- Management and leadership of the BU “Life Science & Healthcare”
- Executive & Direct Search on national & international level
- 20+ years CEO in Austrian publishing – Healthcare Media
- Development of B2B healthcare portals



Wolfgang Tüchler
Managing Director
AXXESS Healthcare Consulting GmbH

M +43 699 19 525 279



E wolfgang.tuechler@axxess.at

- Strategic Consultancy & Coaching in Life Science & Healthcare
- CEO Austrian Medical Publishing Group
- Managing Director pharmaceutical company
- Vice President pharmaceutical interest group

talentor.at



Leaders for tomorrow

Executive Search | HR Consulting

Talentor Austria GmbH
Seilerstaette 22/7-8, A-1010 Vienna
T +43 1 523 82 07 710
office.austria@talentor.com | www.talentor.at

Talentor