

Hugh "Al" Swarts

Commercialization Strategist

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Al is the Commercialization Strategist for SVA Life Sciences, a member of the SVA family of companies.

In his role, Al works with Emerging Life Science (ELS) companies as they transition from R&D operations to launch-ready commercial operations. He provides executive teams the benefit of his experience in launching over two dozen ELS corporate build-out programs. These programs required the management of hundreds of activities across every function, in order to launch a commercially-ready company in time for product approval.

Al provides clients the value of his many lessons learned to help them avoid pitfalls and make timely, well-informed strategy and implementation decisions. A practitioner of sound execution, Al often serves as an external steering committee member for ELS corporate build-out programs. Furthermore, clients value Al's guidance for solving difficult issues where multiple functions are involved or resident expertise is not yet fully in place.

Al is an experienced and accomplished executive and business owner with experience leading organizations from inception to market launch and beyond.

Prior to joining SVA Life Sciences, Al was the Founder of Bio-Ops, Inc., a boutique management consulting firm focused on launching operations. He's served in a number of executive positions with Amgen, Inc., Trilogy Consulting, Searle Pharmaceuticals and Armour Pharmaceuticals. These positions afforded Al enterprise-wide leadership experience including engineering, global marketing, sales, manufacturing, operations and supply chain management.

Areas of Expertise

- Commercial Business Processes
- Sales & Operations Planning
- Supply Chain Management
- 3PL and Distribution Strategies
- Production & Inventory Control
- Strategic Sourcing
- Compliance Processes
- Core Vendors & Systems
- Program Management
- Cross-Functional Facilitation
- Business Process Improvement

Industries

- Biopharmaceutical
- Pharmaceutical
- Medical Device

Education

Illinois Institute of Technology

- Bachelor of Science – Industrial Management

Northwestern University

- Master of Business Administration

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