

### ABOUT DDN

# building you a better business

Raise your quality quotient with DDN.



Every business has a sweet spot, an area of expertise, a reason for being. For life science companies, it's their treatments, devices, or diagnostics. For us, it's helping those companies excel in every other area of their business.

DDN is the largest privately held provider of outsourced services to the life science industry. We have decades of experience in every sector, and a long track record of unparalleled client satisfaction. We work with emerging companies seeking to launch quickly and remain as virtual as possible, and with market leaders looking to streamline and simplify.

Our clients get superior operations without spending the time and money to develop and manage them, freeing up resources for R&D, acquisitions, and other core initiatives. With DDN, business moves forward faster.

And unlike traditional 3PLs, we provide unmatched guidance and foresight, having faced and solved virtually every scenario. We're independent and supply-chain neutral, answering only to the needs of our clients. Most important, we've been where you are, and we share your drive to succeed. Together we make it happen.



GET STARTED TODAY

**888.374.8873**

[TELL US HOW WE CAN HELP >](#)

MOVE YOUR BUSINESS  
**forward >**

Get insight and guidance from those who've been there.

EMPLOY OUR  
**innovation >**

Elevate every aspect of your operations.



## BEST PRACTICES

# evolution is more than a theory here

The more we look for better ways, the more we find them

Through the volume and diversity of our experience, our practices have evolved to the highest standards of excellence. All we've learned - and continue to learn - we use on your behalf.

- Utilizing Six Sigma Methodology
- Fully staffed quality assurance and regulatory compliance team
- Our facilities are FDA, DEA, PDMA, and cGMP compliant
  - We meet or exceed cGMP guidelines in Storage, Distribution, Logistics, and Supply Chain Services
- First full-service provider to become VAWD accredited
- All activities are SOX compliant
- We receive an annual audit\* of our own accounting and of all services performed on behalf of clients.
- Clients receive an independent financial audit from the Grant Thornton Company annually

Because our practices are under constant review, both internally and by independent sources, continual improvement is our standard operating procedure. As such, we exceed industry standards and, in the process, set them. Because of these efforts, we were honored to receive the HDMA Innovation for Success Award. All of this occurs in the context of doing business your way. Don't you deserve a partner that takes you further?

\* *An independent audit evaluating the effect of the controls of a service organization on a user entities' financial statement assertions.*



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GET INTO  
**advanced** >

Trade bricks and mortar for state-of-the-art.

EMPLOY OUR  
**innovation** >

Elevate every aspect of your operations.



DDN/Obergfel, LLC's distribution facilities in





## PEOPLE

# professional, prepared, passionate

We've been there so we know what's at stake



Outsourcing business functions can be a severe test of nerves, especially in an industry that demands flawless execution. You choose a company based on expertise and hope that its past success will carry you, too, but that gut-level anxiety won't ease unless you feel a kinship of purpose. Your success has to be as crucial to your partner as it is to you.

DDN is made up of professionals from virtually every area of the life science industry, bringing an unequalled range of experience to any challenge you face. This also means that we've been in your position before, carrying the same hopes and fears. We'll work with you, guide you, and not rest until you're where you need to be: doing the exceptional with ease.

## DDN EXECUTIVE TEAM



### MARK WIESMAN

#### President

Mark Wiesman was elevated to serve as DDN's President in January of 2010. He joined DDN in 2007 as Vice President of Finance and was quickly promoted to the Chief Operating Officer position.

[Read more →](#)



### LARRY SWEENEY

#### COO

Larry Sweeney is Chief Operating Officer of DDN, the largest privately-held provider of outsourced channel management and business services to the life science industry.

[Read more →](#)



### DAN DIETZ

#### VP, Order-to-Cash Operations

Dan Dietz serves as the VP of Order-to-Cash Operations. Dan leads the Order-to-Cash team and meets regularly with clients and prospects to further expand DDN's market reach.



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TELL US HOW WE CAN HELP >

### REAL-TIME reporting >

Good communications keep your product launch on.

### WIELD OUR experience >

Let DDN Best Practices keep you lean

### PRINCIPLES

# you make us better

We grow and improve with every client we serve

**DDN propels clients** by collaboration and by our expertise and insight into infrastructure excellence and industry best business practices. This is our science, and we keep moving.

**DDN propels business** by continual innovation. If we're not exceeding industry standards, we're setting them.

**DDN propels people** by providing what they need in order to grow and be successful. For clients, it's peerless experience, customization, and dedication. For employees and partners, it's support, respect, and trust.

**DDN propels science** by playing our strong suit - the business details - so that company innovators can focus on theirs.

We launch companies and products, and we usher both into new markets. We make our clients more competitive. We move relentlessly forward because it's the only way ahead.

[BEST PRACTICES >](#)



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