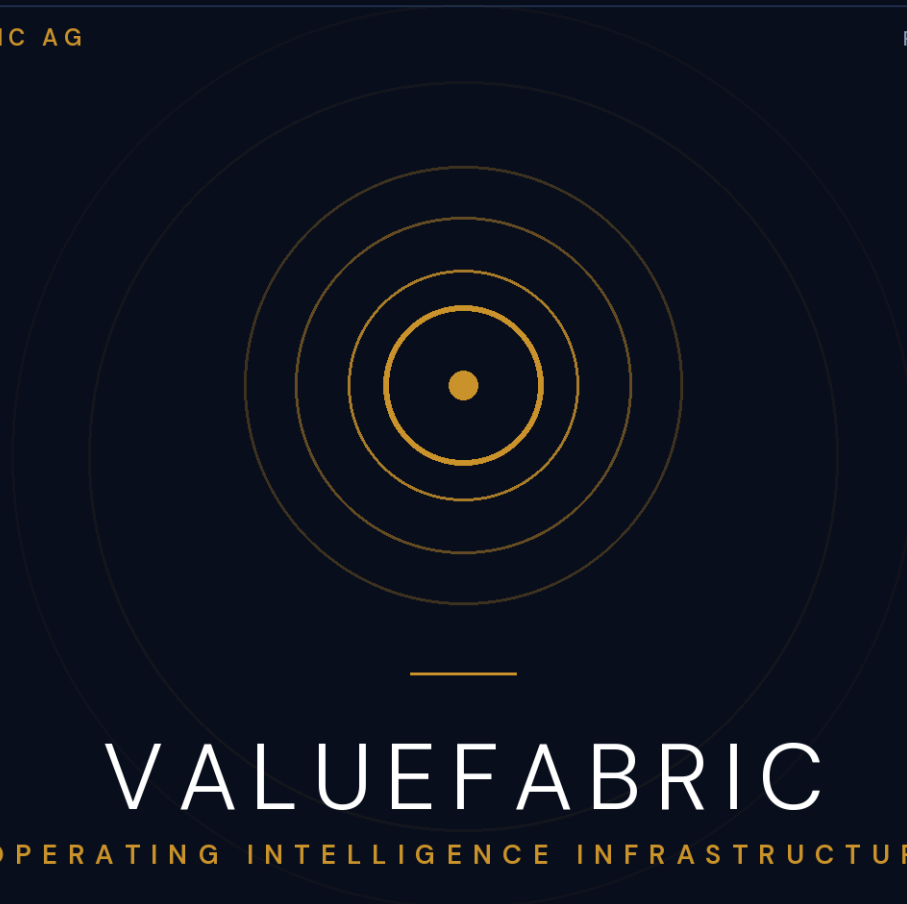




# VALUEFABRIC

OPERATING INTELLIGENCE INFRASTRUCTURE

## Founding Commercial Partner & Business Developer

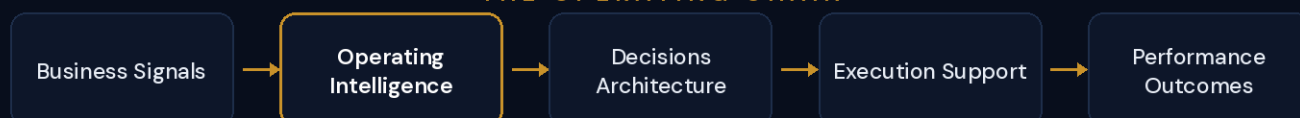
Healthcare · Healthcare Services · Healthcare Operations

MULTI-SITE HEALTHCARE · PERFORMANCE-BASED · EQUITY

USA · Europe · Middle East · Asia-Pacific

VALUEFABRIC AG · REMOTE / INTERNATIONAL

### THE OPERATING CHAIN



## FOUNDING COMMERCIAL PARTNER / BUSINESS DEVELOPER

**Build our healthcare vertical internationally**

|                                                           |                                                                   |                                                 |
|-----------------------------------------------------------|-------------------------------------------------------------------|-------------------------------------------------|
| <b>INDUSTRY FOCUS</b><br>Healthcare · Healthcare Services | <b>ALSO</b><br>Multi-site · Healthcare Operations                 | <b>ENGAGEMENT</b><br>Performance-based · Equity |
| <b>LOCATION</b><br>Remote / International                 | <b>FOCUS REGIONS</b><br>USA · Europe · Middle East · Asia-Pacific | <b>COMPANY</b><br>ValueFabric AG                |

**THIS IS NOT AN EMPLOYEE VACANCY**

ValueFabric is looking for a Founding Commercial Partner / Business Developer — Healthcare & Healthcare Services to help build our healthcare vertical internationally.

**Not a traditional salaried sales position.**

**Not consulting.**

**Not a fractional healthcare-business-development assignment.**

It is an **entrepreneurial role for someone who understands healthcare operating environments, has access to senior industry relationships and wants to create a new commercial vertical together with ValueFabric.**

Commercial participation is based on performance, contribution and value created, with the potential for equity participation.

## ABOUT VALUEFABRIC

## Connect the information early enough to act

ValueFabric is building an Operating Intelligence Infrastructure for mid-market companies, Private Equity, Venture Capital, Family Offices and portfolio companies.

Our operating architecture connects:

BUSINESS SIGNALS → OPERATING INTELLIGENCE → DECISIONS ARCHITECTURE →  
EXECUTION SUPPORT → PERFORMANCE OUTCOMES

Healthcare organisations operate across financial, operational, workforce and service-delivery systems.

The challenge is often not a shortage of information.

**The challenge is connecting that information early enough to understand where performance is beginning to move and which intervention management should prioritise.**

## WHY HEALTHCARE?

# One operational change can move many financial outcomes

Healthcare organisations can face complex relationships between:

- capacity;
- utilisation;
- staffing;
- workforce productivity;
- service delivery;
- patient or customer volumes;
- revenue quality;
- operating costs;
- receivables;
- working capital;
- cash;
- forecasting;
- and execution capacity.

A deterioration in one operational area can quickly affect multiple financial outcomes.

ValueFabric is designed to connect those signals and translate them into decision-grade Operating Intelligence. For example:

CAPACITY PRESSURE → STAFFING PRESSURE → SERVICE DELIVERY CONSTRAINTS →  
REVENUE IMPACT → COST PRESSURE → RECEIVABLES / WORKING CAPITAL → CASH

*The exact Business Signals depend on the healthcare business model and operating environment.*

## YOUR MANDATE

## Establish ValueFabric within selected healthcare markets

You will:

- identify priority healthcare organisations;
- create senior relationships with CEOs, CFOs, COOs and relevant operational executives;
- develop relationships with healthcare-focused Private Equity firms and Family Offices;
- identify portfolio-company opportunities;
- understand client performance challenges;
- position relevant ValueFabric entry points;
- create qualified commercial pipeline;
- identify strategic industry partners;
- identify potential design partners;
- develop opportunities through conversion;
- and create recurring commercial relationships.

## POTENTIAL TARGET ENVIRONMENTS

## Segments developed with the selected partner

Depending on market and regulatory fit, potential segments may include:

- healthcare-services businesses;
- clinic groups;
- multi-site healthcare organisations;
- care networks;
- diagnostics;
- specialist healthcare providers;
- healthcare operating platforms;
- healthcare support services;
- and PE-backed healthcare businesses.

*The precise target market will be developed together with the selected Commercial Partner based on network strength and commercial opportunity.*

## TYPICAL CLIENT PROBLEMS

## From reporting what happened to detecting what is developing

Relevant conversations may include:

- capacity utilisation;
- staffing and workforce pressure;
- operating-cost increases;
- service-delivery constraints;
- revenue-quality issues;
- receivables;
- working-capital pressure;
- cash visibility;
- forecast accuracy;
- multi-site performance;
- fragmented management information;
- execution capacity;
- and operational performance differences across locations.

The objective is to move from:

**Reporting what happened**

to:

**Detecting what is developing, deciding where to intervene and measuring whether the intervention created value.**

## WHAT WE BRING TO MARKET

## Entry points into one Operating Intelligence layer

Potential ValueFabric entry points include:

- **Healthcare Performance Intelligence**

Connecting the financial and operational Business Signals relevant to a healthcare organisation.

- **Diagnostics & Assessments**

Creating an initial view of business-performance risks, financial pressure and execution priorities.

- **13-Week Liquidity & Working Capital Control**

Relevant where receivables, cash forecasting and short-term liquidity require stronger management control.

- **Value Creation Programs**

Connecting:

DETECT → INTERPRET → DECIDE → EXECUTE → MEASURE → LEARN → PROVE

- **Execution Support**

Supporting accountable implementation where identified priorities require additional operating or finance capability.

- **Performance Signal Engine**

The recurring Operating Intelligence pathway for monitoring critical Business Signals and identifying when management intervention may be required.



## PRIVATE EQUITY &amp; HEALTHCARE PORTFOLIOS

## Value at company and portfolio level

Healthcare is an important investment sector for Private Equity and Family Offices. ValueFabric can therefore create value both at individual healthcare-company level and across portfolios.

A potential commercial pathway is:

INVESTOR → PORTFOLIO COMPANY → BUSINESS SIGNALS → DECISIONS →  
INTERVENTIONS → PERFORMANCE OUTCOMES → PORTFOLIO LEARNING

**We are particularly interested in candidates who understand both healthcare operating environments and the investment ecosystem.**

## DATA, GOVERNANCE &amp; TRUST

## Connect rather than replace — within agreed boundaries

Healthcare environments require particularly strong discipline around data, governance and confidentiality.

ValueFabric's approach is to connect rather than replace existing company systems and operate within agreed governance boundaries.

### **| Client-owned data remains client-owned.**

The Commercial Partner does not need to be a technical or regulatory specialist, but must understand that trust, governance and responsible data use are fundamental to healthcare relationships.

## WHO WE ARE LOOKING FOR

## Healthcare access with high-trust commercial ownership

Relevant backgrounds may include:

- healthcare;
- healthcare services;
- healthcare technology;
- healthcare finance;
- healthcare operations;
- multi-site operations;
- enterprise software;
- finance transformation;
- Private Equity healthcare investing;
- portfolio operations;
- or healthcare professional services with direct commercial ownership.

Ideally, you bring:

- an established healthcare network;
- credibility with senior executives;
- experience creating new business;
- understanding of healthcare operating economics;
- experience with complex and high-trust B2B sales;
- sensitivity to governance and confidentiality;
- and an entrepreneurial mindset.

## WHAT SUCCESS LOOKS LIKE

## Measured through commercial outcomes

Success is measured through:

- qualified healthcare accounts;
- senior executive conversations;
- strategic healthcare partnerships;
- investor and portfolio relationships;
- design partners;
- paid client engagements;
- revenue;
- and recurring Operating Intelligence opportunities.

The progression is:

RELATIONSHIPS → OPPORTUNITIES → CLIENTS → REVENUE → RECURRING  
REVENUE

## THE COMMERCIAL &amp; EQUITY MODEL

## Designed around performance and long-term value

This role is designed around performance and long-term value creation. The structure may combine:

- performance-based compensation;
- revenue participation;
- milestone-based economics;
- and equity participation.

Participation should reflect contribution, commitment, strategic access, client conversion, commercial performance and long-term value created.

*Any equity participation remains subject to the applicable ValueFabric corporate, shareholder, vesting and governance arrangements.*

The principle is straightforward:

**CREATE VALUE → PARTICIPATE IN THE VALUE CREATED**

## WHAT THIS IS NOT

## Who this role is not designed for

This role is not designed for:

- candidates primarily looking for a fixed salary;
- traditional sales representatives waiting for leads;
- consultants seeking another healthcare assignment;
- fractional business developers;
- networkers without deal ownership;
- or executives seeking a title without commercial responsibility.

**We are looking for an entrepreneur — not an employee.**

## INTERESTED IN BUILDING VALUEFABRIC WITH US?

**Tell us what you could build in your first 90 days**

Send us a short introduction covering:

- your healthcare background;
- the healthcare segments you know best;
- the regions where your network is strongest;
- relevant CEO, CFO, COO, investor or board relationships;
- Private Equity or portfolio experience;
- examples of opportunities you have personally created and closed;
- and what you believe you could build with ValueFabric during your first 90 days.

**[contact@value-fabric.com](mailto:contact@value-fabric.com)**

ValueFabric AG · Operating Intelligence Infrastructure

VALUEFABRIC

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