

Ramani Varanasi is an executive consultant who has over 17 years of experience and a distinguished track record in structuring, negotiating, and executing successful strategic alliances, R&D collaborations & partnerships, licensing agreements and M&A transactions as well as providing business development, management and strategic leadership in the biopharmaceutical industry. In her current role as an independent consultant, Ms. Varanasi enjoys the dynamic nature of working with both new ventures and early to mid stage companies to develop their business strategy, position their 'business pitch' and execute on key strategic partnerships.

Prior to becoming an executive consultant, Ramani was Vice President and Head of Business Development at RXi Pharmaceuticals, Inc., a publicly traded company focused on the discovery and development of RNA based therapeutics, where she served as a member of the Management Team and played a key role in the establishment of the company's Therapeutic Strategy, and also had oversight and management of the Alliance Management function. In addition to her tenure at RXi, Ms. Varanasi has held positions of increasing responsibility at Archemix Corp., Momenta Pharmaceuticals and Millennium Pharmaceuticals. Over the course of her career, she has had developed an interest in the formation of strategic partnerships with companies and research organizations in emerging markets such as Asia, and continues to have a keen interest in bridging the research and business gap between enterprises in this global marketplace. Her broad experience in the areas of platform technology and branded & generic pharmaceuticals has enabled her to execute deals with total value in excess of several billion dollars.

Ramani has an avid interest in the area of international healthcare and as part of this interest, in April 2007, founded and is the current President and Chairman of a non-profit organization focused on helping children and their families struggling with poverty in Asia and Africa. She is also on the board of directors of a local New England chapter of a national non-profit organization.

Ms. Varanasi holds a B.Sc. and a M.Sc. from McGill University in Microbiology & Immunology and Biochemistry, respectively, and an MBA in General Strategy from Northeastern University.