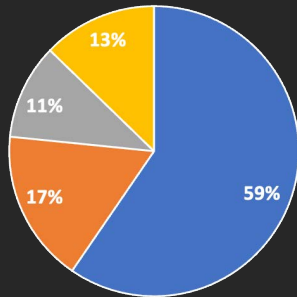




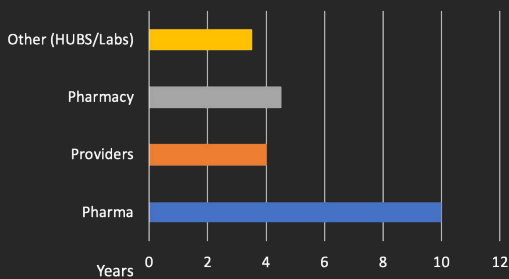
# Jon Michaeli

Deal Sheet (Abridged Version)

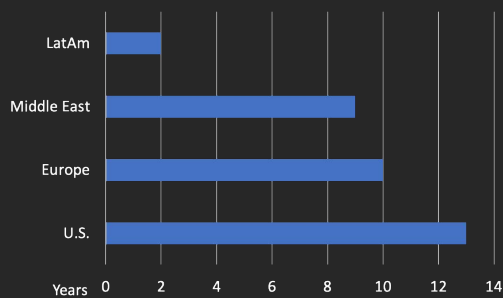
## % of Sales by Sector (all deals)



## Experience by Sector



## Experience by Geography



## Social Profiles



## Contact Info

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## Select Partnerships

**EMPLOYER:** MATTERNET

**PARTNER:** DEPARTMENT OF HEALTH (DoH), ABU DHABI

**SCOPE:** Install and operate a drone delivery network, initially connecting the healthcare ecosystem of Abu Dhabi for the transport of medicines, vaccines, blood products, and diagnostic and pathology samples, progressing to include other cargo over time.

**DEAL HIGHLIGHTS:** >\$100M co-funded by MoH and end customers over 5 years.

**MY ROLE:**

- Sourced local partner, negotiated respective duties, managed end-to-end in 14 months.
- Co-authored new drone delivery regulations for the Emirate of Abu Dhabi.
- Pitched and presold numerous end customers (incl. Cleveland Clinic) and regulatory bodies. Served as key stakeholder in product and operational rollout plan.

**EMPLOYER:** MEDISAFE

**PARTNER:** AMERISOURCE BERGEN (NYSE: ABC)

**SCOPE:** Close R&D and channel partnership where ABC funds, and the companies co-develop, a remote patient monitoring (RPM) extension of Medisafe's platform to be used by care managers working for Lash Group, ABC's HUB. Create the industry's first fully digitized, context-aware provider-patient connected medication management platform across the entire care journey, from point of prescription. Lash Group to market to existing and new specialty brand customers.

**DEAL HIGHLIGHTS:** 7-digit NRE, non-exclusive with carve-outs.

**MY ROLE:**

- Developed business case 1) quantifying value of upstream HUB / specialty pharmacy channel + product partnerships and 2) addressing gaps in product-market fit.
- Managed end-to-end, including negotiating 60+ page contract with ABC corporate legal dept.
- Drafted product requirements.
- Created and conducted sales manager training.
- Led pitch to first customer (*Dupixent*).

**KEY RESULTS:**

- *Dupixent* realized \$105M in ROI; Lash saved 120K care manager hours.
- Medisafe achieved 2 - 3X increase in ASP.
- Medisafe built sizable pipeline of HUB / pharmacy partners and specialty brand customers.
- Success paved way for \$30M Series C financing, led by Sanofi Ventures.

## Strategic Sales

**EMPLOYER:** VISTA.AI

**CUSTOMERS:** HOSPITALS & HEALTH SYSTEMS

**SCOPE:** Sell AI-driven software automating cardiac MRI exams to academic medical centers and regional providers.

**SALES ACHIEVEMENT:** Average TCV of high six digits across clinical and research product sales.

**MY ROLE:**

- Managed end-to-end.
- Developed ROI calculator templates that were instrumental in advancing and closing deals.

**EMPLOYER:** ZIPLINE

**CUSTOMERS:** PHARMA and MAIL ORDER PHARMACY/PBM

**SCOPE:** Sell drone delivery capabilities for urgent home delivery of critical prescription medicines and just-in-time clinic delivery of limited-shelf-life vaccines to avoid stock-outs and reduce spoilage.

**SALES ACHIEVEMENT:** ~\$6.5M of contract value in 1st year of employment.

**MY ROLE:**

- Managed end-to-end, including negotiation with Fortune 100 internal and external counsel.
- Organized cross-functional team to ensure GDP compliance in new operational work flow.

**EMPLOYER:** MEDISAFE

**CUSTOMERS:** GLOBAL PHARMA

**SCOPE:** Sell customized, ML-driven medication management care journeys and patient engagement services for branded drugs.

**SALES ACHIEVEMENT:** Aggregate sales of mid single-digit millions.

**MY ROLE:**

- Launched the commercial pharma product and sold the first half dozen deals to Pfizer (CNS), Takeda (*Ninlaro*) and others.
- Managed end-to-end.

**KEY RESULTS:**

- Demonstrated initial product-market fit and paved way for Series B financing.