

## Press release

# Universal Medica Group acquires SH Consulting

Paris, 5 October 2023– **Universal Medica Group**, leader in consulting and outsourcing services to the healthcare industry, has acquired **SH Consulting** (<https://www.shcpc.fr>), offering compliance support to pharmaceutical manufacturers.

Rafi Mardachtı, Founder and CEO of **Universal Medica Group**, explains the merger: « *Proximity, excellence and integrity are the shared values by both of our companies. This acquisition makes Universal Medica Group even stronger and enables it to face the future with confidence. We are convinced of the importance of the independence of companies like ours, and we are doing everything we can to consolidate it. With this acquisition, we clearly intend to be a significant player in the pharmaceutical reindustrialization in France and Europe by assisting the healthcare industry.* »

Géraud Papon, Founder of **SH Consulting**, states: « *Universal Medica Group is the perfect setting for SH Consulting. We share Rafi's desire to support pharmaceutical companies across the entire value chain, from headquarters, to production sites, to community pharmacies, right through to proper use of medications by patients. We also share proximity practices with our clients. We never waver from our shared values of integrity, derived from our oath of Pharmacist, and dedication to patient care.* »



Géraud Papon et Rafi Mardachtı

## SH Consulting, consultancy with cutting-edge skills

Founded in Tours, France in 2008 by Géraud Papon, a pharmacist from the University of Tours, Supply Health Consulting (20 employees, over €2 million turnover) has rapidly established itself in the regulatory support market. Backed by a team of permanent, recognized pharmaceutical industry professionals, the company has become a key player in Good Manufacturing Practice (GMP) compliance support for manufacturers and industrial sites that have to meet the expectations of the regulatory authorities, through three types of service.

- **Supplier audits:** with more than 100 audits per year (pharmaceutical Raw Materials, AC, CDMO, analytical service providers, depositories, distributors and transporters), SH Consulting is now a leading partner of pharmaceutical manufacturers for these operations, combining expertise and impartiality.
- **Operational support for GMP compliance:** on site or remotely, the company assists site managers with pre- or post-inspection support, internal audits, short or long-term assignments in quality assurance, production and quality control, pharmaceutical purchasing, qualification/validation master plan projects, risk assessment, quality agreement, BAT management, etc. Interim management assignments with specialist consultants are also provided.
- **In-house or inter-company training:** Designed specifically to enhance the capabilities of companies in the healthcare sector, these training programs aim to strengthen and master Good Manufacturing and Distribution Practices and risk analysis.

## A meaningful acquisition

This acquisition opens new opportunities for Universal Medica Group by expanding its expertise and offering complementary services. Universal Medica Group's mission is to provide advice, innovative solutions, and services to pharmaceutical laboratories and healthcare stakeholders. This acquisition also offers the Group the opportunity to strengthen its **independence**, attract **new talent** and export its **French know-how** internationally.

This partnership emerged from the encounter of two personalities, Rafi Mardachi and Géraud Papon, both pharmacists who share the same conviction: the importance of the role of their companies play with regards to **strategies of healthcare sovereignty and industrial reinforcement in France**.

With effect from 5 October 2023, SH Consulting will become the fifth subsidiary of Universal Medica Group, which now has almost 150 employees. The group will further strengthen its team in the coming months at various locations by welcoming new recruits, including scientists, doctors, pharmacists, engineers, and expert consultants, in line with its values.



## About Universal Medica Group

Established in France and internationally, Universal Medica Group and its subsidiaries have been providing high value-added support and outsourcing services to the healthcare industry for over 20 years. Today, more than 120 French and international clients benefit from the Group's expertise and know-how.

[Universal Medica](#), specialises in the outsourcing of medical and pharmaceutical affairs, pharmacovigilance and other vigilances, compliance and regulatory affairs; its multidisciplinary teams assist healthcare industries in France and internationally to promote the proper use, safety, compliance and efficacy of healthcare products.

[Europharma for Life Science](#), Specialist and leader in medical, scientific, and regulatory training for the healthcare industry and healthcare professionals, combining pedagogical expertise and cutting-edge technology since 1990. Europharma's mission is to enhance the operational excellence of employees while adhering to regulatory requirements related to the promotion of healthcare products.

[ZEBRA Santé](#), a communications agency since 2001, with a long history of working with community pharmacies, offers creative and innovative solutions to promote inter-professional collaboration and optimize care pathways for the benefit of patients.

[Cherry for Life Science](#), a digital media communication agency that aims to promote health education and prevention among the general public ([www.sante-sur-le-net.com](http://www.sante-sur-le-net.com)) and healthcare professionals ([www.medflixs.com](http://www.medflixs.com)) through digital platforms.

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