

Ways to tackle complexity from healthcare expert Becky Stevenson – Video Transcript

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I'm Becky Stevenson. I'm a director of Life Sciences in the Healthcare Corporate Banking Group at Wells Fargo, and I lead up the East Coast team.

The role that I play with my companies is to really be a consultative advisor. My companies are all early stage, venture-backed healthcare companies, trying to really bend the curve of science, to really bring novel solutions that solve big problems in healthcare.

I think where Wells Fargo can make things less complex for a healthcare company is to understand their lifecycle, and is to understand the challenges that they face, and then also highlight issues that perhaps at their lifecycle they are not aware is coming.

We can sort of help be that expert to say, 'We've seen this before. Here's a few themes you should be thinking about, and here's some ways that we know people have addressed them in the past.'

What Wells Fargo's bringing to the healthcare industry is a unique approach.

We've built relationships over the last several years with the venture capital firms, the institutional investors, with the accountants and the lawyers and the other people who are in and around the ecosystem beyond the companies themselves, and are being a point of reference to bring those pieces together and support the development of these companies.

We work with emerging healthcare companies on the cutting edge of science. They're trying to develop the next thing that's going to disrupt healthcare as we see it today, so what they value about their relationship with our team is that we can take out some of the noise in the day to day, and just focus on their vision, and what they can do to change healthcare of tomorrow.

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