

# Media Kit

Experts | Transformative | Agile





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**GreyRigge Associates is a global biotech partner delivering consultancy, management expertise and training across the entire product development journey. Our extensive biopharmaceutical industry experience and pragmatic, agile approach enables transformational success by accelerating our clients' medicines to market.**

# Brand Guide

## Personality

**Client Focused:** Our clients' success is our priority, and we work diligently to both meet and exceed expectations.

**Collaborative:** We operate through the power of teamwork and clear & transparent communication.

**Ethical:** We never compromise on ethics.

**Excellence:** We are dedicated to delivering exceptional quality and continuous improvement.

**Integrity:** We uphold the highest standards of integrity through our working behaviours.

**Invested:** We are invested in our clients' success, ensuring their projects receive the focus, attention, and long-term commitment they deserve, always keeping our clients' best interests at the heart of everything we do.

**Sustainability:** We are committed to sustainable practices by streamlining and enhancing process development, reducing resource consumption, and benefiting our clients and the environment.



# Standard Contrast

UK

Japan

USA

[Blank]

Square

Rectangle

Rectangle + Bio



# Dark Contrast

UK

Japan

USA

[Blank]

Square

Rectangle

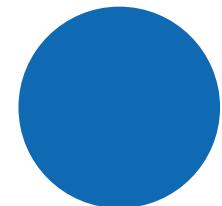
Rectangle + Bio



# Asset Management

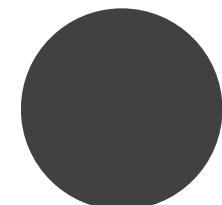
## Colour palette

### Primary



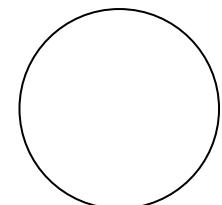
106ab3

### Secondary



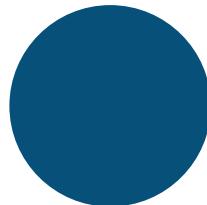
414042

### Tertiary

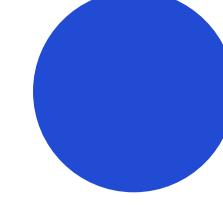


ffffff

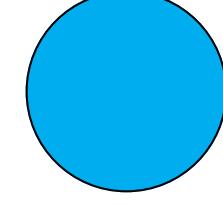
### Quaternary



1c75bc



224bd4

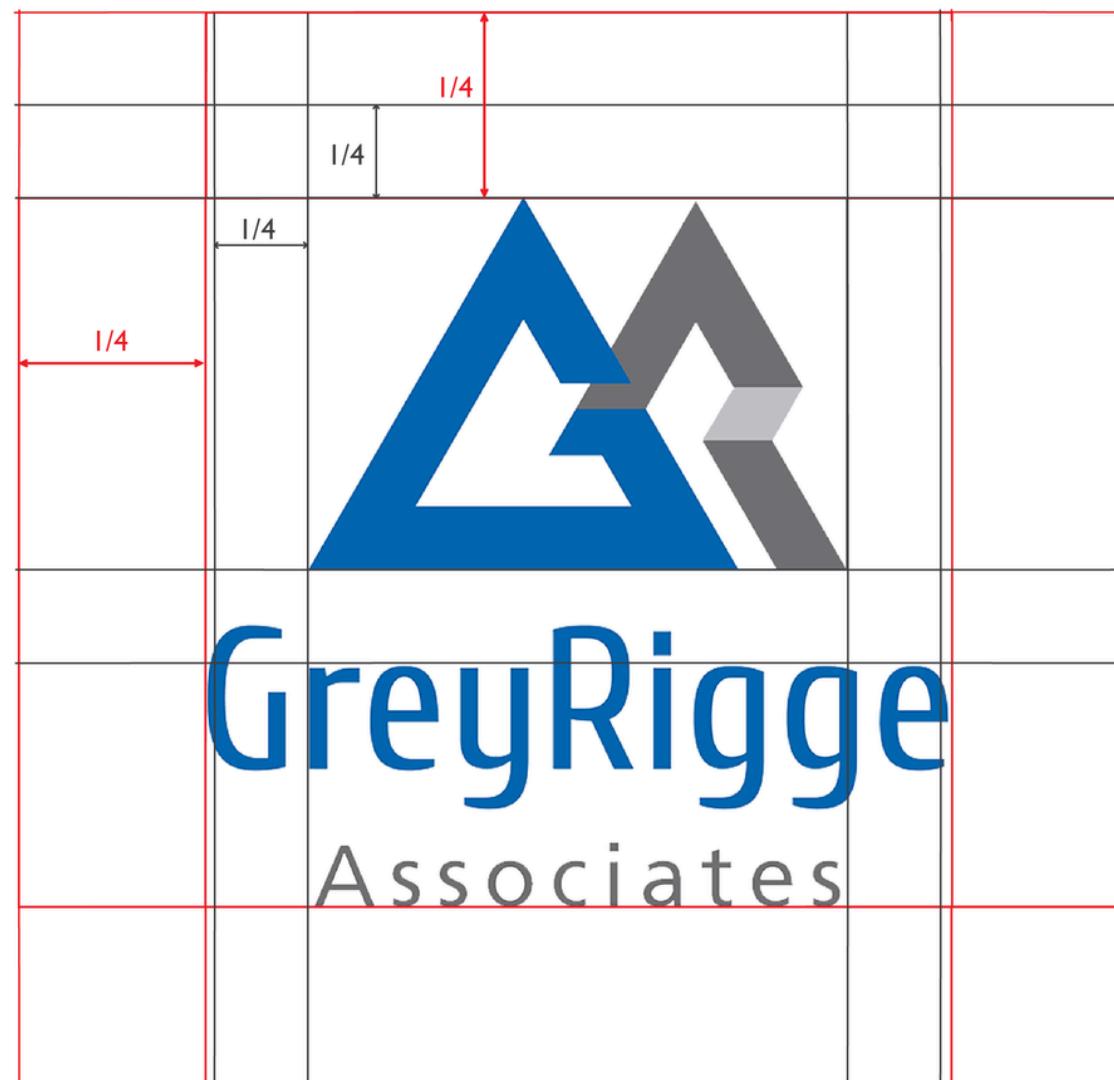


00aeef

## Logo treatment

Red = Logo + Text  
Grey = just Logo

General Rule = The logo should be given 1/4 of its total space around to breath



## Fonts

Gill Sans

**Gill Sans**



**Dr. Lee Smith**  
**Founder, Managing Partner & Director, Americas**

Lee founded GRA and has a passion for developing medicines and improving lives by helping biotech companies succeed through guiding a product's development to licensure.



**Samantha Dowse**  
**Managing Partner & Director, EMEA**

Sam is a deeply experienced CMC analytical program leader who enjoys building client relationships and taking an adaptive, pragmatic approach to deliver tailored solutions to complex problems.



**Andrew M. Thompson**  
**Managing Partner & Director, APAC**

Andrew directs the APAC subsidiary, bringing deep experience in Medical Research and Life Sciences in microbiology, molecular and cellular biology, assay development, process development and CDMO management.



**50 word:**

Lee Smith founded GreyRigge Associates in 2010 after holding senior roles including CEO and VP level positions. Lee has worked both in small biotech startups and multinational corporations in the U.S., U.K., and Singapore, working for companies such as GSK, Emergent BioSolutions, and SingVax.

**100 word:**

Dr Lee Smith is the Managing Partner and Director of GreyRigge Associates, which he founded in 2010 after holding CEO, VP and other senior leadership roles across the U.S., U.K. and Singapore. With nearly 30 years' experience in biotech from multinational corporations such as GSK, Emergent BioSolutions and SingVax to SMEs and virtual start-ups he brings deep expertise in vaccines, cell and gene therapy, infectious diseases and broader biopharmaceutical development. A data-driven, hands-on consultant, Lee specialises in CMC, regulatory strategy, product development and operational performance, helping organisations accelerate growth and achieve successful clinical and commercial outcomes.

**Dr. Lee Smith**  
**Founder, Managing Partner & Director, Americas****250 word:**

Dr Lee Smith is the Managing Partner and Director of GreyRigge Associates, a consultancy he founded in 2010 to provide expert guidance across the biopharmaceutical development lifecycle. With almost 30 years' experience spanning R&D, product development, manufacturing and CMC strategy, Lee has worked with a wide range of organisations—from virtual start-ups and SMEs to major multinational companies including GSK, Emergent BioSolutions and SingVax. His career has taken him across the U.S., U.K. and Singapore, where he has held senior roles up to CEO and VP level.

Lee's technical expertise covers a broad spectrum of modalities and therapeutic areas, including vaccines, infectious diseases, oncology, cardiovascular disease, and cell and gene therapies. He has contributed to the development of more than 20 vaccines and has extensive experience working with global CDMOs and CROs. A hands-on scientist by training, he holds a PhD in Biochemistry from the University of Bath and has built a reputation for delivering data-driven, practical solutions that advance products efficiently through development.

His capabilities span GxP, HACCP and ISO environments, regulatory engagement with FDA, EMA and MHRA, dossier preparation, QbD implementation, and analytical, process and formulation development. Lee is also an experienced corporate leader with a background in P&L management, strategic planning, business development and operational optimisation.

Known for his collaborative approach, Lee excels at managing complex programs and partnerships across industry, academia, regulatory bodies and NGOs. He is recognised for helping organisations translate scientific and operational challenges into impactful strategies that accelerate growth, de-risk development and drive successful clinical and commercial outcomes.



**Samantha Dowse**  
**Managing Partner & Director EMEA**

**50 Words:**

Samantha is a Managing Partner and Director at GreyRigge Associates with over 20 years' biopharma experience at GSK, Ipsen, Lonza and Emergent BioSolutions. A specialist in analytical development, CMC strategy and assay design, she delivers statistically robust, regulatory-ready analytical programmes and oversees method validation, stability studies and analytical technology transfers globally.

**100 Words:**

Samantha is a Managing Partner and Director at GreyRigge Associates with more than 20 years' experience in the biopharmaceutical industry, including roles at GSK, Ipsen Biopharma, Lonza, and Emergent BioSolutions and the UK Vaccine Task Force. She specialises in CMC strategy, method analytical development, method qualification and validation, and the design and management of complex assay programmes for vaccines, biologics and biosimilars. Samantha also leads product stability study design, and shelf-life modelling and analytical strategy for regulatory submissions across Europe, the USA and China. With deep expertise in Quality by Design, statistical analysis, and CMC project management, she provides tailored, high-quality analytical and outsourcing solutions for global development programmes.

**250 Words:**

Samantha is a Managing Partner and Director Director and Principal Consultant at GreyRigge Associates, bringing over two decades of experience in the biopharmaceutical sector with leading organisations including GlaxoSmithKline, Ipsen Biopharma, Lonza Biologics, and Emergent BioSolutions and the UK Vaccine Task Force. Her career has focused on analytical development, CMC strategy and the design, execution and management of assay programmes for complex vaccines, biologics and biosimilars.

A recognised expert in analytical method development, qualification, validation and transfer, Samantha applies statistical design and Quality by Design principles to ensure that analytical systems are robust, phase-appropriate and aligned with regulatory expectations. She has extensive experience leading analytical strategy for early- and late-stage programmes, shaping method lifecycle management and guiding teams through the challenges of characterising multifunctional and multimodal products.

Samantha also designs and oversees stability studies, including protocol development, data analysis and shelf-life determination, supporting global regulatory submissions. She has contributed to CMC dossier sections for agencies including the EMA, FDA and NMPAsFDA, ensuring analytical packages are clear, defendable and regulator-ready. In addition to her technical expertise, Samantha is highly experienced in CMC project leadership, outsourcing strategy and CMO engagement. She has successfully managed analytical technology transfers, negotiated outsourced service packages and led cross-functional teams through complex development milestones.

Known for her meticulous approach, collaborative style and commitment to delivering tailored, science-driven solutions, Samantha helps clients de-risk analytical challenges and accelerate development timelines. She is valued for transforming analytical and CMC complexity into practical, well-designed strategies that support regulatory success and product advancement worldwide.



**Andrew M. Thompson**  
**Managing Partner & Director, APAC**

**250-word Bio**

Andrew is a seasoned biotech and medical research consultant with more than three decades of international experience spanning cellular therapies, vaccines, RNA and antibody-based therapeutics, and biodefense. Originally from Kingston, Jamaica, he completed his academic training in the UK, earning a BSc (Hons) in Plant Biology from the University of St Andrews and a PhD in Molecular Microbiology from the University of Aberdeen and The Rowett Institute. His scientific career has taken him across the UK, Australia, Singapore, Europe, and the United States, where he has contributed to infectious disease research, hormone-dependent cancer biology, pluripotent stem cell applications, and vaccine assay development.

Andrew has held senior scientific and leadership roles in government, academia, and industry, including vaccine development, biodefense preparedness, and process development and manufacturing for gene and cell-based therapeutics. He has published in leading journals such as *Nature*, *Cell*, and *Nucleic Acids Research*, with a longstanding interest in RNA regulatory mechanisms including microRNAs. Widely recognised for his ability to translate complex scientific and technical challenges into actionable development pathways, he applies rigorous Quality-by-Design principles across CMC, analytical development, bioprocessing, and GMP manufacturing.

As Co-founder, Managing Partner, and Director of GreyRigge Associates 合同会社 (GK) in Kobe, Japan, Andrew provides strategic and hands-on support to companies ranging from early-stage innovators to multinational organisations. He is actively engaged in building a professional network across the Asia–Australia region, helping clients navigate scientific, regulatory, and operational hurdles to accelerate product development and achieve clinical and commercial success.

**50-word Bio**

Andrew is a seasoned biotech consultant with >30 years' global experience in cellular therapies, vaccines, RNA and antibody therapeutics, and biodefense. A UK-trained molecular biologist and Co-founder of GreyRigge Associates, he leads CMC and process development strategies that translate complex science into accelerated product and regulatory success for clients worldwide.

**100-word Bio**

Andrew is a seasoned biotech and medical research consultant with over 30 years of global experience across cellular therapies, vaccines, RNA and antibody-based therapeutics, and biodefense. UK-trained in molecular microbiology, he has led multidisciplinary teams delivering products from discovery through GMP manufacturing across Australia, Asia, Europe, and the US. His career spans stem cell applications, infectious disease research, vaccine assay development, and biothreat preparedness, supported by publications in leading journals. As Co-founder and Director of GreyRigge Associates in Kobe, he provides expert CMC, analytical, and process development guidance, translating complex science into strategies that drive development and regulatory success.

# Downloading Assets Help

1. Select and click on the asset you wish to use.



2. Right click on logo page.
3. Save image as.