

Inc.
5000 COMPANY SPOTLIGHT

Stay Hungry in the Face of Uncertainty

The founder of Axiom Healthcare Strategies reveals how he maximizes impact despite economic turbulence.

Achieving goals during an economic downturn is not easy, but it is possible. “Just because events beyond your control are happening doesn’t mean that you shut down or stop growing,” explains Hafiz Sikder, founder and CEO of Axiom Healthcare Strategies, a think-tank style strategy consulting company that works with biotech and pharma companies to advance patient care in the fields of oncology and rare diseases.

Sikder urges clients to stay hungry and actively manage changes and challenges where clients operate. And he heeds his own advice. Team Axiom has artfully adjusted strategies and mitigated risk in light of market forces, without compromising its mission. In fact, Sikder is building Axiom 2.0: the next iteration of the business, poised to make an even greater impact on patient care and the industry at large.

FIND THE FIRE

Axiom’s focus and hunger earned the consultancy its second consecutive Inc. 5000 honor. While growth is nice, Sikder says it should never come at the expense of your “non-negotiables”—your core business objectives or principles. On top of that list for Axiom is maximizing “the GDH, or gross domestic happiness” of its people.

The company’s brainstorming sessions often occur around a custom-built table—a literal and figurative platform for teamwork and meaningful melding of the minds. Finding people to join the team is not easy in a tight labor market. A non-negotiable when hiring is passion. “I can teach you about rare diseases. I will work with you on how to pronounce a complicated name of a new oncology drug. But you have got to have that fire,” Sikder explains.



Hafiz Sikder, founder and CEO,
Axiom Healthcare Strategies

Axiom
HEALTHCARE STRATEGIES

Nº3583
2022 Ranking

143.7%
3-Year Growth

53
Thinkers at the Table

\$350k
In A.R.G.O.S.
Scholarships

After six years of building the Axiom team, Sikder has gotten good at recognizing “that fire” and trusting his gut. Following his gut is part of what led Sikder to open an office in London this year, despite the warnings of well-meaning friends who thought the location too expensive. The decision has already paid off because of the city’s rich talent pool and proximity to exciting clients.

IMPACT OVER INCOME

New teammates, clients, and workspaces are nice, but impact matters most. That is the Axiom 2.0 vision. “We have proven to the world that we are a successful organization. Now we can continue to focus on making a positive impact,” he explains. The consultancy is growing its engagements with C-suite decision makers and playing a greater role in public policy to further its mission of improving patient care. “We have high-profile clients making very high-profile, strategic decisions that impact a lot of patients’ lives,” he explains.

The Axiom REACH Foundation, Axiom HCS’s

501(c)(3) nonprofit organization, remains a key part of the table. The nonprofit combats public health disparities by aiding underserved patients, families, and communities dealing with life-threatening illness. This fall, REACH launched a program in partnership with Rutgers. Axiom REACH Graduate Oncology Scholars (A.R.G.O.S.) provides \$350,000 in scholarships to students of color in nursing and physician assistant programs who will be trained to understand the challenges of access and equity in health care. REACH, in collaboration with the Dana-Farber Cancer Institute is also launching programs in Boston to continue its mission of having an impact in communities they work in.

By giving back, expanding the think-tank “table,” and growing its C-suite client roster, Sikder and his team are making Axiom 2.0 a reality. “For us, 2.0 equals remit over revenue, category impact over income, thought partnership over profit, and building a magical team over margins,” he says.

AXIOMHCS.COM



The Axiom Healthcare Strategies team at their office in Princeton, New Jersey, one of four global hubs that also include Boston, London, and Bangalore.