

Networking – the Substrate of Business Development

**H.M.
Pharma Consultancy**

our roots go deep...



www.hmpharmacon.com

Business Development in the Life Sciences

H.M. Pharma Consultancy's Integrated Approach

In Life Sciences, business development means things as diverse as evaluating novel technologies for commercial potential, licensing of product and patent rights, identifying and developing new market niches, and optimizing commercial strategies.

H.M. Pharma Consultancy can provide added dimensions to your internal resources: a **Unified Network Approach to Business Development** and well-experienced industry professionals to make connections work. In addition to adding capacity, the Unified Network Approach provides a unique perspective to

every aspect of business development – a perspective which emerges from the complete integration of all available sources of information.

Add to this the background of decades of experience which our founders and co-workers have accumulated in the pharmaceutical industry; add our local presence in the United States as well as in the heart of Europe, then finally add our personal networks in the Life Science community – and what you have is an invaluable partner in your armamentarium of strategic planning and hands-on work.

HMPC's Unified Network Approach



H.M. Pharma Consultancy provides these business development services

■ Strategic

- Identifying license opportunities and potential corporate or academic partners
- Assisting in Due Diligence procedures and strategic portfolio analyses
- Discovering non-obvious opportunities in your portfolio: drug repurposing

■ Operative

- Advising and compiling regulatory dossier and drug reimbursement in Europe
- Monitoring and analyzing competitor information in near real time, using integrated intelligence collection approaches...HMPC's **Sentinel Service**

Expand the effectiveness of your business development networking.



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