

BioConsultingNetwork – A Novel Concept Meeting the Needs of the Biotech Industry

BioConsultingNetwork, having its registered office in Hürth, near Cologne, is located in one of the leading biotech areas within Germany. The so-called BioRiver region (www.bioriver.de) comprises over 300 pharma- and biotech companies as well as service providers. Most of the players are small and mid-sized companies. In the current situation, financing of biotech companies is a challenge. In order to be more independent from outside capital, companies need to keep a lean and cost-effective organization. On the one hand this policy reduces the business risk but on the other hand companies are not able to hold out all expertise and sufficient manpower permanently. In addition, spin offs from universities often lack experiences regarding the needs of the industry. These issues generate the interest to work with consultants from time to time. Global consulting companies are able to meet all the needs of the biotech industry. Unfortunately, most biotech companies can not afford the services provided by the big consulting companies. These global players need a large overhead customers have to pay for and the concepts are often more specific to big pharma companies. This means, there is clearly a need for professional and tailor-made consulting solutions on competitive terms. BioConsultingNetwork is aiming to bridge this gap within the market. Due to its flexible network organization, BioConsultingNetwork can realize in parallel low prime costs and a broad expertise for the clients benefit. The comprehensive portfolio of services in the areas of business development/ marketing, IP-management/ licensing, project management and human resources allows BioConsultingNetwork to be the one and ideal partner for its clients. In addition, BioConsultingNetwork guarantees smooth communication processes. Each client has only one contact person, a project manager familiar with the clients needs taking care for progress of all client services. The positive feedback from the community and its success confirms that BioConsultingNetwork and its novel network concept meets the needs of the biotech industry. For more information about BioConsultingNetwork visit www.bioconsultingnetwork.com.