Value Partner

Reference Project – Partnering

Search and screening of biotech contract manufacturer

Scope	Approach	Results
 Growing European pharma company wants to source the fermentation process for a new product in North America 	 Define manufacturing process requirements Select criteria a contract manufacturing partner must and ideally can meet Identify potential candidates Rank long-list Conduct additional candidate validation for top 3 (to 5) 	 Clear understanding of required own and partners capabilities Long-list of 20 companies with fermentation capabilities Scoring of short listed candidates