

# Outsourcing from the Point of View of the Emerging Biotech

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Establish win-win models with your service suppliers: outsourcing deals



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THE PARTNERING AND TECH TRANSFER EVENT  
FOR THE BIOINDUSTRY



# The Emerging Biotech.....

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- Risk capital with pressure to deliver
- Hypothesis testing – proof of concept
- Narrow technical focus
- Meet regulatory and industry standards
- Strong core team but internal resources limited
- Dependent on external expertise and advisors
- Multiple activities and partners to be co-ordinated
- Virtual structure to control burn rate
- Require an ‘exit’ to provide investors returns

# Effective Partnerships essential...

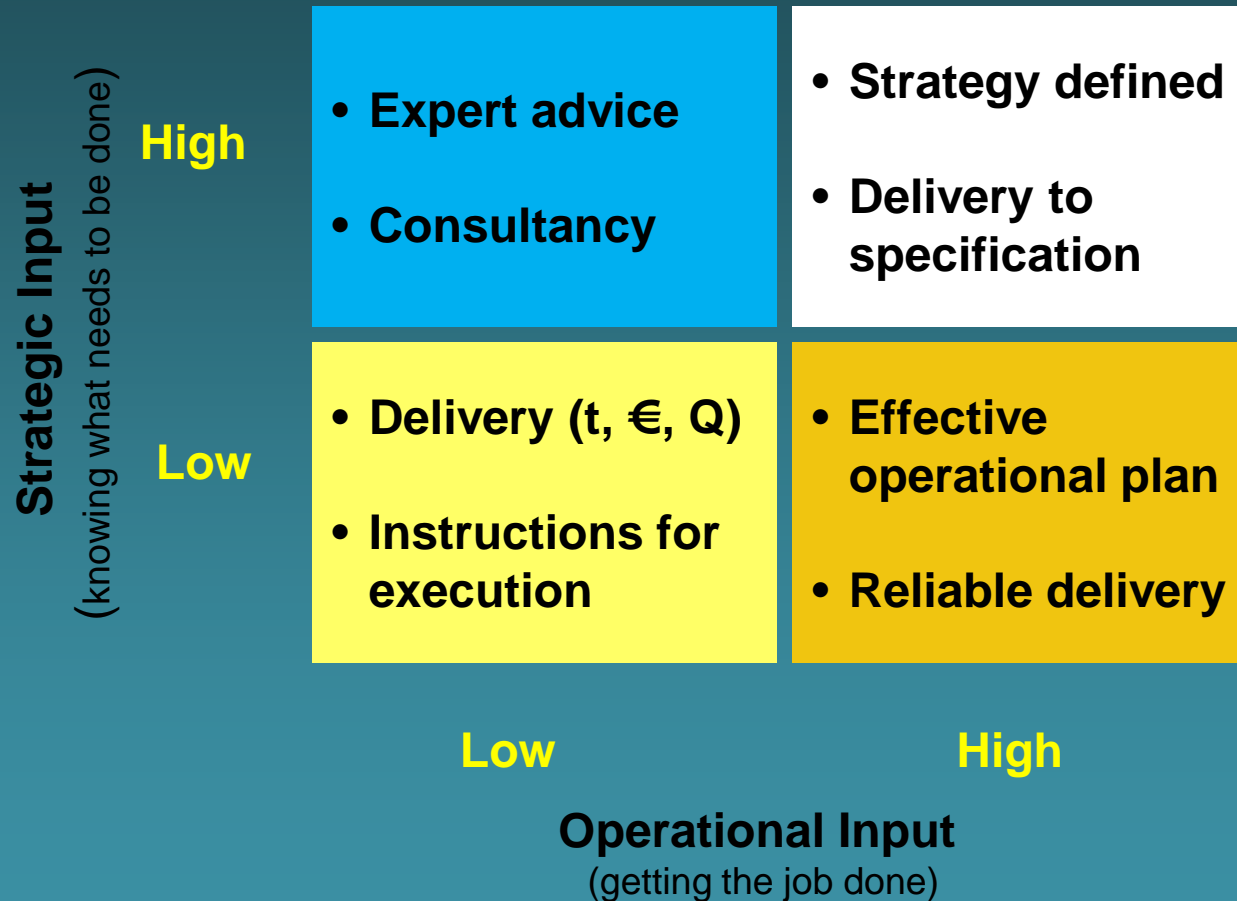
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- Creating a project team that covers all disciplines
  - ✓ In-house expertise as available
  - ✓ External expertise to fill the gaps
  - ✓ Function as an integrated unit
- Outsourcing partner prepared to work as team member with seamless interface
- Mutual trust and sharing of information
- High quality project management
- Effective communication

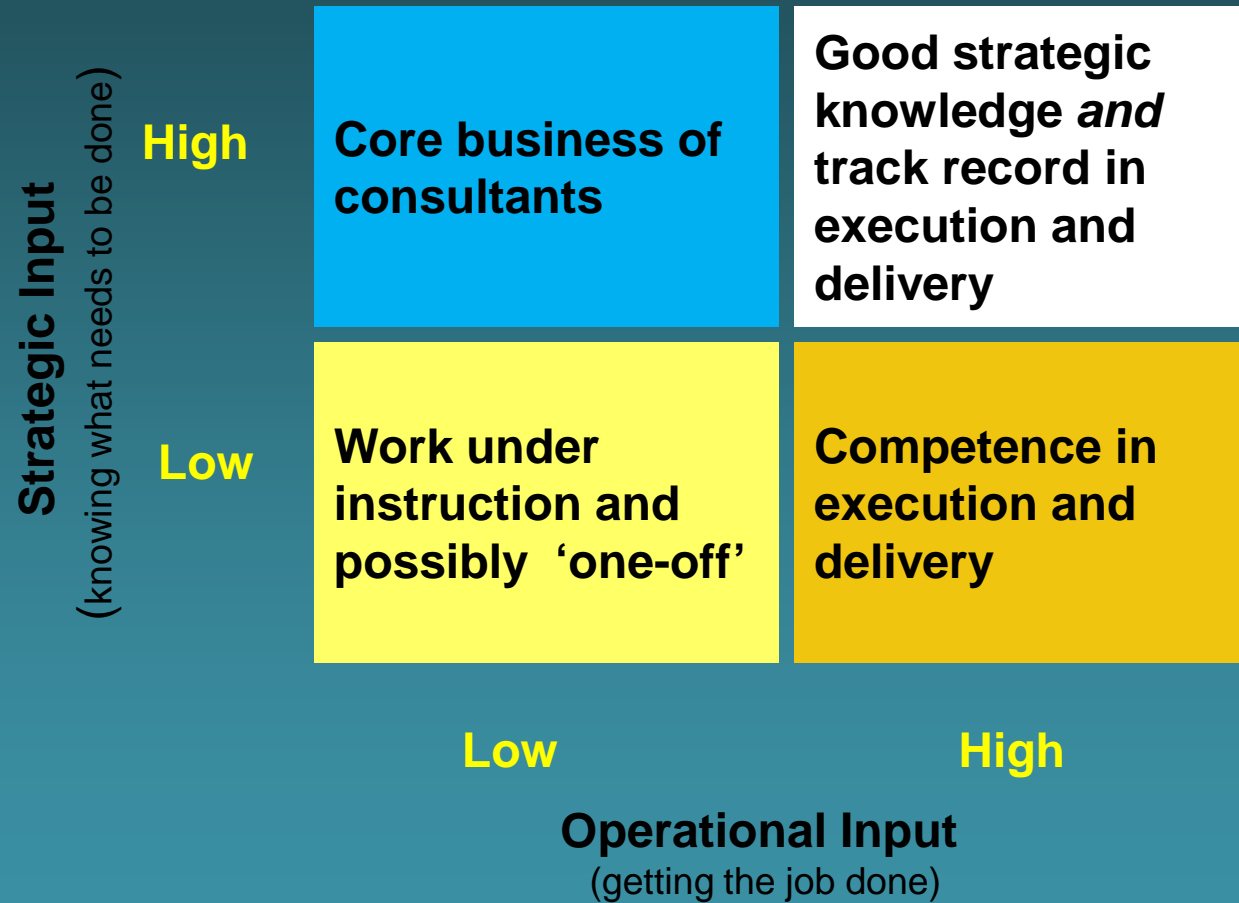
# What are your requirements...?

<b>Strategic Input</b> (knowing what needs to be done)	<b>High</b>	<b>✓ In-house skills</b> <b>✗ Knowledge of requirements</b>	<b>✗ In-house skills</b> <b>✗ Knowledge of requirements</b>
	<b>Low</b>	<b>✓ In-house skills</b> <b>✓ Knowledge of requirements</b>	<b>✗ In-house skills</b> <b>✓ Knowledge of requirements</b>
		<b>Low</b>	<b>High</b>
		<b>Operational Input</b> (getting the job done)	

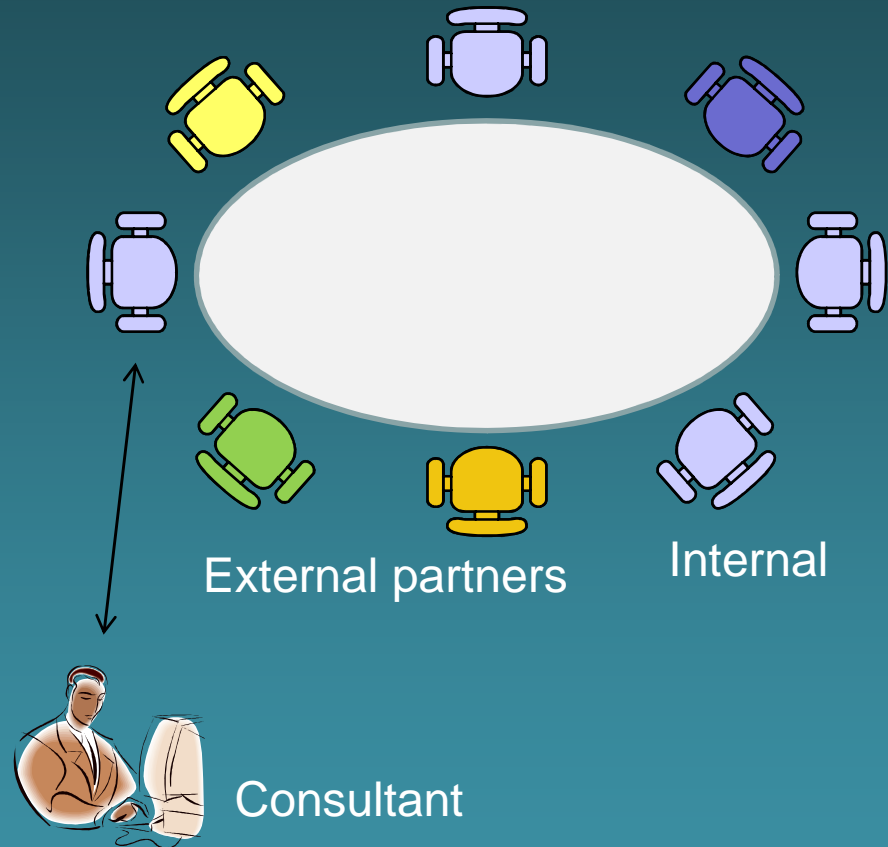
# What do you need...?



# The Partner's Profile...



# The Extended Integrated Team...



- Incomplete core team
- Supplemented by representation from multiple partners
- Specialist advice on a consultancy basis

- Agenda-driven attendance at meetings, some remote
- Avoid duplication
- Manage interactions
- Timely feedback
- Partner representatives take role seriously

# Mutual benefit when made to work

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## Client

- Functional project team on virtual basis
- Full complement of knowledge and expertise
- Enhanced problem-solving capability
- Built into existing contract
- Cost-effective

## Outsourcing Partner

- Greater involvement in project as a whole
- Can see where contribution fits and appreciate project issues
- Encouraged to contribute
- More interesting
- Referrals if done well



# About us....

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