

Project Summary

Field

Commercialization of bioanalytical services to CROs and pharma clients

Customer

Institute of applied research

Mandate

Enable small service unit to offer quality analytical services for highly demanding CRO and pharma industry customers

Challenges

Establish equally lean and manageable quality management system / quality handbook compliant with industry demands in a predominantly research focused organization

Short deadlines and lack of employee resources to efficiently pursue setup and validation processes

Contributions

Design and implementation of an ISO 9001-compatible quality management system / quality handbook

- Analysis of current activities from a quality and process point of view
- Identification of necessary improvements / definition, establishment, and documentation of QM compliant processes and documentation
- Identification of adequate process validation needs and definition of activities and targets to be met
- Support of the definition of standard operating procedures for a series of quality relevant processes
- Execution of internal audits and monitoring / assessment of implementation of improvement actions
- Quality audit preparation and support

Results / Consequences

ISO 9001-compatible quality management system / quality handbook that fully fulfilled customer's requirements in an audit

Project Summary

Field

Evaluation of a technology concept for the potential to derive a commercial product

Customer

Research organization

Mandate

Perform technology analysis and comparison with other state of the art solutions
Identify market opportunities based on feedback of potential users
Define product concept and outline R&D program
Derive development effort and cost structure of products
Conceptualize intellectual property strategy
Elaborate business plan

Challenges

Value contribution of a new promising technology for the life science industry has to be identified
Complexity of project requires an extended funding and research collaboration network

Contributions

Concept for a commercial product and required development processes
Survey of potential market and competition
Contacts to potential customers in several application segments
Estimation of development costs and operating expenditures
Assessment of freedom to operate
Strategy to secure additional intellectual property
Outline of business plan

Results / Consequences

Funding of project leading to foundation of a start-up company was awarded

Project Summary

Field

Authoring of a proposal to apply for public funding

Customer

Science technology association

Mandate

Lead and coordinate authoring of a proposal to apply for substantial public funding to establish a nationwide network

Challenges

Identification and motivation of several parties with different backgrounds and focus to join the network and to define a common denominator

Contributions

Definition of a strategy and action plan integrating the different aspects of the participating members
Clear structuring and ranking of the main pillars of the network

Results / Consequences

Originally competing interest groups collaborate in one common structure
Project was awarded funding

Project Summary

Field

Assessment of market potential of results derived from several internal R&D projects

Customer

Research organization

Mandate

Identify the market potential of selected internal development projects and products
Identify USPs, competitive environment, addressable market segments
Establish initial contacts to potential customers for selected products

Challenges

Identification of the most suitable applications and value contributions to potential customers for novel technologies so far developed predominantly with a research focus

Contributions

Valuation of product performance and applicability for commercial applications
Ranking of products according to marketability and need for further development
Overview over competing products and services, market environment, and 3rd party IP
Estimation of market potential

Results / Consequences

Identification of promising market segments
Identification of potential co-development partners and potential customers