



ONE-STOP-SHOP, MARKET ORIENTED OFFICE FOR MEDICAL DEVICES DEVELOPMENT STRATEGY



BioNautilus Consulting: The IVD HUB

BioNautilus Consulting *and its partners* offer a wide range of market-oriented consultancy services including

- Elaboration &/or verification of new IVD instrument business plan before development phase
- Support instrument development strategy in an independent way
- Scout and short list right partners for instrument development &/or manufacturing worldwide
- Negotiate budget, resources, and planning with selected partners

When to use BioNautilus Consulting services?

- Rapid assessment of development opportunity (technology & market)
- Need of development &/or manufacturing partners
- Complex solutions including instrument, assays and consumables
- Unique Selling Proposition creation

Who to use BioNautilus Consulting services?

- Start-ups, SME from incubation to market introduction
- VC/PE for investment in a project

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biotech
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LES ENTREPRENEURS DE LA HEALTHTECH





Philippe GRANDJEAN has a solid and pursuant 30-year record of international operations and business performance in challenging leadership roles and multicultural environments. His experience spans roles such as Commercial Operations Management, Strategic Marketing Director, Business Development, Corporate Communication, Vice- President Global Business, C.E.O. of a start-up & lastly Executive Vice - President Medical Devices & IVD for contract development & manufacturing in B2B.

His expertise covers the complete product life cycle from strategic definition, solution development and manufacturing to successful implementation in different healthcare companies as a top player (Siemens), a medium size (BioMerieux) & a biotech (Innogenetics/Fujirebio) & 2 life sciences CDMO (BIT- Messer & Gener8).

From 2009 onwards, he served as Vice-President in different organizations, member of the Management Committee directly involved in all M&A activities including six due diligence processes and leading the portfolio strategy and execution.

In 2015, he has founded BioNautilus Consulting providing support to Life-Sciences & IVD companies *to detect and boost Business opportunities* and led commercial operations for *instrument development and manufacturing* (30 + projects in B2B).

He also was Advisory Board Member in charge of Strategy in Ireland, and turnaround C.E.O. He holds a Pharm.D. degree from Paris University (France).

