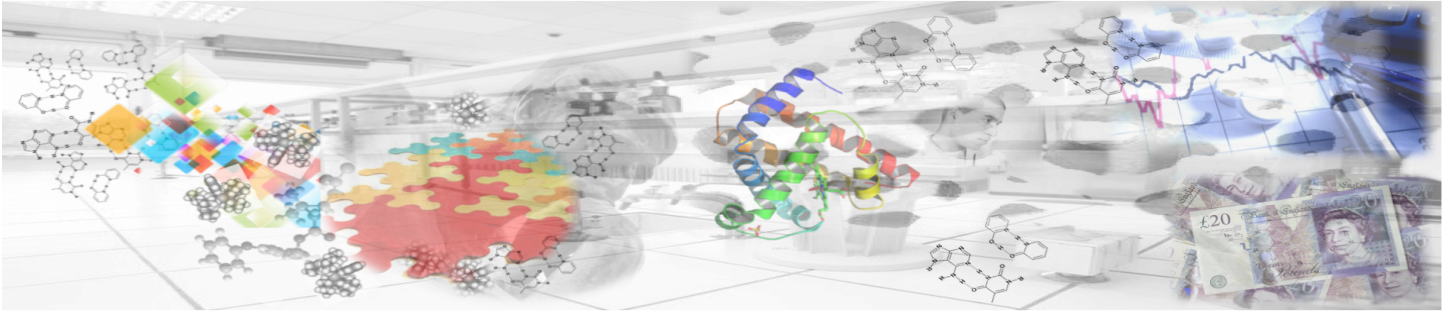


**AMPLIFY** THE POTENTIAL OF YOUR LIFE SCIENCE STRATEGIES  
WITH DWC



DWC IS AN INNOVATION MANAGEMENT COMPANY SPECIALISED IN INTERNATIONAL BUSINESS DEVELOPMENT, FUND RAISING, PORTFOLIO DESIGN AND PARTNERING. BASED IN CAMBRIDGE AND ZURICH, TWO GLOBAL HUBS OF INNOVATIVE RESEARCH, IT ESTABLISHES INTERNATIONAL NETWORKS OF INVESTMENT PROFESSIONALS, FUNDING SOURCES AND OPINION LEADERS AND OFFERS UNIQUE OPPORTUNITIES FOR CATALYSING THE GROWTH AND DEVELOPMENT OF YOUR PLANS.



## STRATEGIC ALLIANCES

Optimally designed and implemented strategic alliances add significant value to your inventions through repositioning, increased market penetration and a lower resource burn for higher cost:benefit ratio.

Based on extensive and proven experience in managing global portfolio projects and alliances in the field of regenerative medicine and leveraging a global network of over 100 opinion and industrial leaders, we can:

- Assess your invention portfolio, and identify projects which can be leveraged for generating increased value
- Work with you on designing and implementing the strategy to acquire that value

- Coordinate all logistical, operational, contractual and financial aspects
- Identify global partners from academic and industry who can be partnered with to reduce cash burn



## FUNDRAISING

With more than 20 years of experience and having successfully raised over €90 million for our clients for R&D and commercialisation purposes, we can:

Evaluate your ongoing initiatives and portfolio, then strategically design a fund raising programme which matches your growth needs by actively liaising with:

- Private investors and venture capitalists

- Global charities and foundations
- Local and national public funding sources
- International public funding sources
- Medical and professional societies and associations

We coordinate and ensure timely grant submissions, necessary meetings, due diligence and contract finalisation to maximise rapid cash flow into your company



## ACCESSING LOW LIABILITY CAPITAL

Low liability capital matched with R&D tax credits represents an ideal approach for low cost innovation development. EC financing represents a major source of capital for this purpose but the associated bureaucracy is cumbersome. Horizon 2020 promises to provide more funds for companies, and we are extensively seasoned in EC systems and procedures.

To ensure you are accessing and leveraging as much of this capital as possible, we:

- Provide a decrypted information on the EC regulations and guidelines
- Represent the company for all communication with the EC, including negotiation, validation and financial reporting tasks
- Work with your financial department to ensure total compliance with current versions of EC regulations, so that all financial reports and audits pass smoothly
- Ensure all documentation is registered with the EC so that you can participate



## MARKET POSITIONING

The importance of good market research is pivotal for strategic planning, for all company sizes and models. It is a crucial tool to identify product strategies and positioning and anticipate the challenges of the current environment.

Leveraging our strong links with world opinion leaders, constant market analysis and our deep understanding of the current markets, we can identify:

- Previously non considered therapeutic areas with market sizes and values
- Constant updates on your primary markets
- Market challenges, competitors and products
- Previously non considered therapeutic areas with market sizes and values



## IN LICENSING

Not all value adding inventions can be generated in house.

Based on your strategies and capabilities, we screen and address all sources (large and small industry, leading academia) of intellectual property that can be targeted for potential in licensing to complement and grow your portfolio

Once identified and confirmed, we coordinate the total in licensing deal to permit a smooth integration of the technology into the company

**CONTACT US** TO KNOW MORE ON HOW OUR PRODUCTS CAN INCREASE YOUR VALUE

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