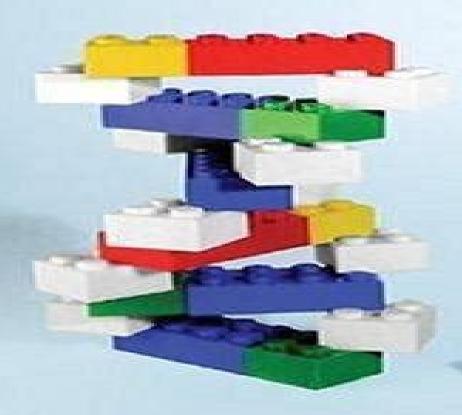
## Building Biotechnology

Starting, managing, and understanding biotechnology businesses





Yall Friedman

The World Life Sciences Forum - BioVision

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case studies and state of the art marketing models Biotechnology has developed into a key innovation driver especially in the field of human healthcare But as the biopharma industry continues to grow and expand its reach development costs are colliding with aging demographics and cost containment policies of private and public payers Concurrently the development and increased affordability of sophisticated digital technologies has fundamentally altered many industries including healthcare The arrival of new information technology infotech companies on the healthcare scene presents both opportunities and challenges for the biopharma business model To capitalize on new digital technologies from R D through commercialization requires industry leaders to adopt new business models develop new digital and data capabilities and partner with innovators and payers worldwide Written by two experts both of whom have had decades of experience in the field this book provides a comprehensive overview of the new business context and marketing models for biotech companies Informed by extensive input by senior biotech executives and leading consultancies serving the industry it analyzes the strategies and key success factors for the financing development and commercialization of novel therapeutic products including strategies for engagement with patients physicians and healthcare payers Throughout case studies provide researchers corporate marketers senior managers consultants financial analysts and other professionals involved in the biotech sector with insights ideas and models JACQUALYN FOUSE PhD RETIRED PRESIDENT AND CHIEF OPERATING OFFICER CELGENE Biotech companies have long been innovators using the latest technologies to enable cutting edge science to help patients with serious diseases This book is essential to help biotech firms understand how they can and must apply the newest technologies including disruptive ones alongside science to innovate and bring new value to the healthcare system BRUCE DARROW MD PhD CHIEF MEDICAL INFORMATION OFFICER MOUNT SINAI HEALTH SYSTEM Simon and Giovannetti have written an essential user s manual explaining the complicated interplay of the patients who deserve cutting edge medical care the biotechnology companies big and small creating the breakthroughs and the healthcare organizations and clinicians who bridge those worlds EMMANUEL BLIN FORMER CHIEF STRATEGY OFFICER AND SENIOR VICE PRESIDENT BRISTOL MYERS SQUIBB If you want to know where biopharma is going read this book Our industry is facing unprecedented opportunities driven by major scientific breakthroughs while transforming itself to address accelerated landscape changes driven by digital revolutions and the emergence of value based healthcare worldwide In this ever changing context we all need to focus everything we do on the patients They are why we exist as an industry and this is ultimately what this insightful essay is really about JOHN MARAGANORE PRESIDENT AND CHIEF EXECUTIVE OFFICER ALNYLAM PHARMACEUTICALS Since the mapping of the human genome was completed nearly 15 years ago the biotechnology industry has led the rapid translation of raw science to today s innovative medicines However the work does not stop in the lab Delivering these novel medicines to patients is a complex and multifaceted process which is elegantly described in this new book **Academic Entrepreneurship** Michele Marcolongo, 2017-08-30 The pathway to bringing

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