

Technology Catalysts

INTERNATIONAL



*Global Consulting Services
for Strategic Alliances*

Technology Catalysts

I N T E R N A T I O N A L

TCI is a multinational consulting company specializing in technology licensing and assessment, technical and business research, mergers and acquisitions, technology and patent valuations, and business intelligence. Fields covered include pharmaceuticals, drug delivery, consumer products such as food, cosmetics, toiletries, and packaging, chemicals, and advanced materials. Offices are located in the US, UK, Germany, the Czech Republic, Argentina, China, Korea, Japan, and India.

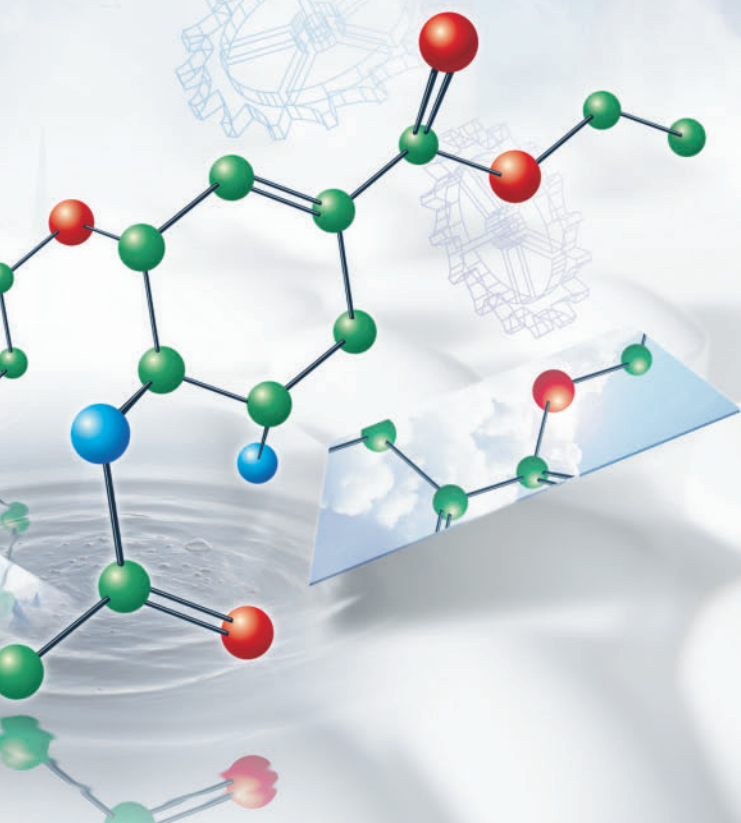
Several distinct consulting services are offered with an orientation toward opportunity assessment and global strategic alliances for clients:

- Precise technology assessment
- Strategic planning for global businesses
- Technology sourcing
- Business intelligence



Technology Catalysts provides the following services:

- Licensing Locator™
- Out-Licensing Services
- Late-Stage Product Acquisition Services
- Ask TCI Any Question™
- Drug Delivery Information Services
- Fine Chemicals & Chiral Consulting Services
- Consumer Care Consulting Services
- Food and Consumer Consulting Practice
- Generic Drug Analysis Service
- Merger and Acquisition Support Services
- Business Intelligence Services
- Strategic Business Consulting Services
- Benchmarking Studies
- Custom & Special Studies
- Technology & Business Reviews



Licensing Locator™ is an in-depth, organized worldwide search for technology from a variety of sources, which include:

- Small, privately-held companies
- Large, multinational firms
- Universities and research institutes
- Government agencies and institutions
- Independent technology innovators

Emphasis is placed on the smaller, high technology R&D companies. Technology Catalysts' extensive files contain information on over 40,000 companies in North America, Asia, and Europe; over 200,000 new technologies and business opportunities are uncovered and evaluated each year.

Out-Licensing Services (OLS) provide the client with a phased, cost-effective way to out-license technology. These technologies can be licensed to others for cash, royalties, and/or "quid pro quo". A phased approach is used to insure that optimum use is made of available expertise (internal or TCI) in the development and implementation of the out-licensing strategy. The phases used in OLS are (1) Technology Selection, (2) Information Package Development, and (3) Technology Presentation. The service is designed to work interactively with the client's licensing group to maximize cost effectiveness.

Late-Stage Product Acquisition Services represent a new and unique approach to pharmaceutical technology transfer. Business opportunities in ethical or OTC (self-medication) drugs that are at an advanced stage of clinical development (NDA, registration, launched) are presented. The search for these opportunities is based on a client's immediate need to fill gaps in clinical pipelines and/or worldwide marketing strategies. This work is accomplished using TCI's extensive private database and direct contact with pharmaceutical companies known to be working in the areas of interest.

Ask TCI Any Question™ (ATAQ) is a specialized information service designed to protect a client's anonymity while providing unpublished, difficult-to-get, non-confidential information. ATAQ is designed to go beyond database searches, the information from which is frequently incomplete, inaccurate, or not timely. The service provides "essential to have" rather than "nice to know" information. Response time is fast, usually within two business days. Client requests are handled by senior staff specialists with access to worldwide resources. The service allows a client's request to be billed in units of time. Each month the client is provided with an activity report.

Drug Delivery Information Services (DDIS) are the only analytical and business intelligence services of their kind provided to pharmaceutical companies, developers of drug delivery technologies, and material suppliers on a worldwide basis. The services provide access to large quantities of non-confidential, unpublished, scientific, technical, and business information.

A subscription to DDIS includes the Novel Drug Delivery Systems Online (NDDS) reports, a Custom Study, unlimited consulting through an email-based "Hotline" service, and weekly newsletters covering the latest drug delivery news and developments. Each subscriber is assured of the latest information and evaluation of technologies, international competitor movements and activities, and business opportunities.

The NDDS Online series contains comprehensive information on emerging drug delivery technologies and consists of eight searchable internet-driven databases:

- Oral Drug Delivery Systems & Materials
- Transdermal and Topical Drug Delivery Systems
- Transmucosal Drug Delivery Systems
- Pulmonary and Nasal Drug Delivery Systems
- Parenteral & Implant Drug Delivery Systems
- Delivery of Proteins & Peptides
- Drug Delivery Pipelines
- Drug Delivery Deals

In addition, DDIS provides a Custom Study conducted exclusively for the client and focuses on a specific technology or business-related aspect of drug delivery (determined by the client). The DDIS "Hotline" service gives the client access to TCI personnel around the world for the purpose of answering specific questions relating to drug delivery. The weekly newsletters keep the subscriber up-to-date on drug delivery developments.

Fine Chemicals & Chiral Consulting Services - TCI has a strong consulting background in fine chemicals and chiral chemistry. Single enantiomers are of great importance in the worldwide pharmaceutical and fine chemical markets with more than 50 percent of the top 100 drugs worldwide marketed as single-enantiomer products. Biopharmaceuticals, a subset of chiral compounds, are experiencing even greater growth than chiral compounds as a whole. The Fine Chemicals and Chiral consulting group at TCI is an active resource for sourcing hard-to-find molecules, in-licensing technologies, out-sourcing production to India and China, and other technical and business information needs in this rapidly developing field.

Consumer Care Consulting Services are a full range of business and technology consulting services to address the needs of companies that are in the consumer markets. These companies must target innovation for product line growth and differentiation. TCI offers assistance in identifying truly novel products, technologies, and research partners necessary for reaching corporate goals. The group has expertise in the following strategic markets:

- Personal care
- OTC healthcare
- Home care and cleaning

Food and Nutritional Consulting Practice is focused on specific client needs in the global food business. Consumers are seeking innovative products that provide clear health benefits. At the same time regulatory agencies are demanding more clinical and scientific evidence that the products are delivering the health benefits. TCI's consulting practice assists clients in finding and assessing innovative technologies, ingredients and products that can meet these needs.

Generic Drug Analysis Service enables pharmaceutical and drug delivery companies interested in making, entering, or marketing generic drugs to cost-effectively target those opportunities with the highest margins. Over 300 candidate generic drugs are analyzed according to strategic criteria developed with the client. The end product is a prioritized list of candidate drugs for possible development by the client. With TCI guidance the client is then able to formulate a business plan and market-entry strategy.

Merger and Acquisition Support Services (MASS) are customized to a client's needs and do not involve success fees for searching, evaluating, and negotiating acquisitions and divestitures of companies and business/product lines. MASS can be used across the entire spectrum of merger and acquisition activities including:

- Setting of objectives
- Identification of target companies / businesses / products
- Technical and financial analysis
- Final deal negotiation

Business Intelligence Services are an analytical, in-depth business and technology assessment service that provides strategic analysis on a periodic basis (i.e. monthly or bimonthly) in areas of crucial importance to the client.

Strategic Business Consulting Services – TCI offers high-value, in-depth proprietary studies to assist clients in developing business plans and strategies. Projects include:

- Market Assessment
- Opportunity Assessment
- Strategic Alliances
- Business Intelligence
- Merger, Acquisition and Divestment Support

Benchmarking Studies – TCI offers assistance in benchmarking technologies against current “best-in-class” production technology practiced by major worldwide participants in the market. The data can be used for a variety of planning activities from market entry to product line extension to the identification of potential technology partners. Key elements for comparison of the technological position can include:

- Technology practiced
- Rank of process against competitors
- Strengths and weaknesses of competitors’ technology
- Intellectual property position

Custom & Special Studies may be tailored to a client’s very specific business and technical needs. This might include identification of new technological developments and their commercial prospects, new applications, potential users, and/or strategic implications. Using our international offices and network of skilled professionals assures clients of high quality and complete coverage on any topic of interest.

Technology & Business Reviews cover emerging or developing technologies, which represent business opportunities. Subjects covered by recent and past reports include:

- Active Skin Care
- Advanced Polymer Coatings
- Advances in Biocatalytic Technologies
- Advances in Functional Adhesives
- Cancer Vaccines: Pipelines and Developments
- Carbonless Copy Paper
- Catalysts for the Process Industries
- Cosmeceutical Trends and Technologies
- Degradable Polymers & Plastic Recycling Technologies
- Delivery of Poorly Soluble or Poorly Permeable Drugs
- Electro/Magnetorheological Fluids and Devices
- Fuel Cells
- High-Performance Polymers
- Laminates and Coatings for Wood Board Surfacing (Europe)
- Nutraceutical Products and Functional Food Additives
- Orally Disintegrating Tablet and Thin Film Technologies
- Parenteral Depot Technologies
- Pharmaceutical Markets in Central/Eastern Europe and Baltic States
- Polymer Blends and Alloys
- Probiotics for Non-Traditional Applications
- RNAi and Oligonucleotide Delivery
- Single-Substance Plant Derived Nutraceuticals
- Smart Packaging Materials
- Thermal Paper
- The Russian Pharmaceutical Market
- Women’s Health





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