

# Strengthening the innovation and development in the Dutch Life Sciences sector

Looking for companies for your biomedical invention or biotechnology? Looking to find an innovation partner? Or do you want to strengthen your Life Sciences cluster and attract specific companies abroad? InnoTact Consulting has developed the first database ever that contains all the Dutch Life Science companies and institutes for the benefit of companies, institutes and the authorities. InnoTact is building this into a platform for promoting open innovation and for the specific development of the Life Sciences sector. Launching partners co-invest in this and thereby strengthen their strategic position.

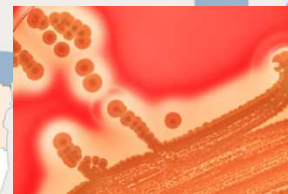
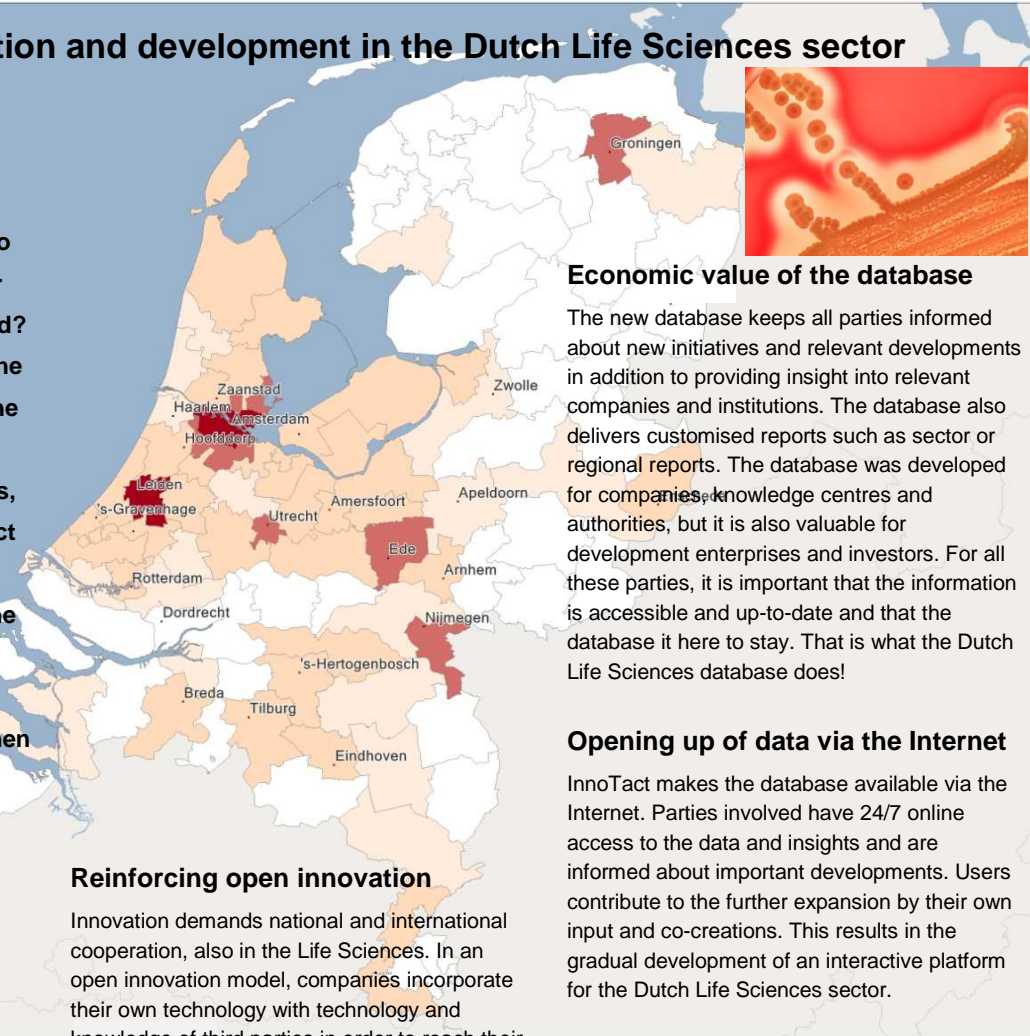


## First database Life Sciences sector

InnoTact Consulting is the first company to map the complete Dutch Life Sciences sector. More than 1100 Dutch Life Sciences companies, public and public-private institutions are identified and included in a professional database. The product companies are arranged according to guidelines of the OECD and according to one or more of the fourteen typical Life Sciences product groups: therapeutics and diagnostics are included as well as seeds and plants, industrial proteins and more. The service companies are arranged according to the services that they supply. Also included are all the governmental agencies, Life Sciences knowledge centres, top institutes and sector organisations. The database is in English and therefore, also suitable for international use.

## Keeping the sector together

The Life Sciences sector is strongly interconnected, also in the Netherlands. It is a very dynamic sector where cooperation and cross-pollination make innovations possible. In addition, it is a sector that contributes very much to the major social challenges of this century: health, food and the environment. The Dutch Life Sciences sector is accommodated in six top sectors: Life Sciences & Health, Agrofood, Horticulture, Chemistry, Energy and High Tech. The Dutch Life Sciences database will help Life Sciences companies and institutions locate each other, and will interconnect this very vital sector.



## Economic value of the database

The new database keeps all parties informed about new initiatives and relevant developments in addition to providing insight into relevant companies and institutions. The database also delivers customised reports such as sector or regional reports. The database was developed for companies, knowledge centres and authorities, but it is also valuable for development enterprises and investors. For all these parties, it is important that the information is accessible and up-to-date and that the database it here to stay. That is what the Dutch Life Sciences database does!

## Opening up of data via the Internet

InnoTact makes the database available via the Internet. Parties involved have 24/7 online access to the data and insights and are informed about important developments. Users contribute to the further expansion by their own input and co-creations. This results in the gradual development of an interactive platform for the Dutch Life Sciences sector.

## Costs covered by revenue

Use and further built-up of the database requires professional management. The necessary revenue for this comes from paid subscriptions and from payments for services and company-specific reports. This covers the running costs. Also, our launching partners are very significant for investments.

## A consortium for the investments

For the required investments up to the moment that the database becomes useable, we are in advanced contact with public and public-private Life Science institutions in the Netherlands. A consortium of launching partners is being established during these months. These launching partners will invest in the database and will use their interests as input. Starting in mid 2012, the database's launching partners will see the reinforcement of their strategic position in the Life Science area.

## Additional information

The database was developed by InnoTact Consulting BV (1998: Leusden); a consultancy firm with years of experience and involvement in the Dutch Life Sciences sector.

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## Reinforcing open innovation

Innovation demands national and international cooperation, also in the Life Sciences. In an open innovation model, companies incorporate their own technology with technology and knowledge of third parties in order to reach their target markets. New partners and unexpected valorisation opportunities emerge along the innovation track. This results in patent licenses or new spin-off companies with which new markets can be reached. The Dutch Life Sciences database reinforces this open innovation.

## Developing with a specific purpose

Specific development and/or specific regional development of the Dutch Life Sciences sector require insight: where are vaccine companies located or the companies that focus on plant refinement or on innovative food articles? Which companies are involved in the bio-based economy? Which knowledge centres and companies can be brought together in new knowledge clusters? Companies, knowledge centres and authorities are looking for this information and want to be able to consult it at any time and to apply it for their own interest. The Dutch Life Sciences database is *the* answer.

