

# Alcimed

Press Release

## Alcimed ranks among the Top 5 consulting firms for its explorations in the Health-Pharma sector

Paris, 11 October 2016 – Alcimed, an Innovation and New Business consulting firm, has just been ranked among the Top 5 consulting firms in the Health-Pharma sector by Capital Magazine (published in the October 2016 issue) in a survey conducted on consulting services.

Created in 1993 by two women alumna of Ecole Centrale Paris, Alcimed specialized in biotechnologies with a differentiated positioning among consulting services: explore and develop uncharted territories. From Biotechnology, Alcimed, rapidly expanded into the **Healthcare** industry and gradually explored other areas of the **Life Sciences** (e.g. agri-food, cosmetics), **Public Policy** and other industries, including Chemicals/Materials, Energy, Environment, Aeronautics/Space/Defence, and Mobility.

*Alcimed, a partner for innovation and new business development strategies in the Healthcare industry, both in France and worldwide*

Alcimed works with 80% of the Top 20 international pharmaceutical industry (100% of Top 10), 50% of the Top 20 medical devices players and 20% of Top 20 diagnostics companies.

More than 55% of Alcimed's current activities are focused on the Healthcare sector with more than 100 dedicated collaborators around the world.

Alcimed's customers are **players of the pharmaceutical**, biotech, medical device, diagnostic, vaccine and animal health industries, as well as their technology and service providers.

Alcimed has also developed expertise in building and implementing **Public Health Policies** with the Ministère de la Santé, CNSA, ANESM, ARS, university hospitals (CHU) and clinics, patient organizations, the rare diseases sector, and services for people with disabilities.

Alcimed is also working with private equity funds in the analysis of investment opportunities in innovative SMEs and ICTs in the Healthcare sector.

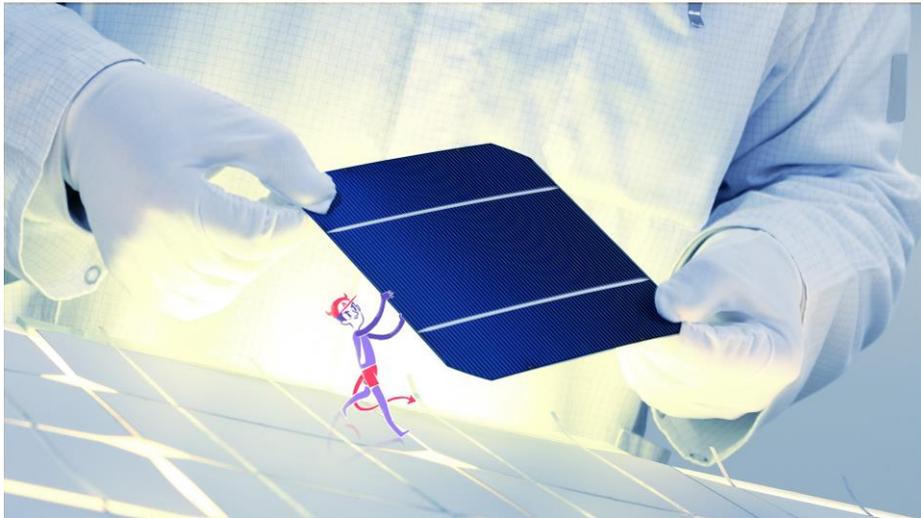
Alcimed's mission is to explore and develop the uncharted territories of its clients: anticipating scientific disruptors and technological shifts (e.g. new lines of research and investment, assessment of technologies/partners), developing new markets (e.g. new products / innovative services positioning, business model changes, etc.), defining entry & expansion strategy in new territories (e.g. BRICS and beyond) and through strategic foresight (e.g. possible futures, new usages).

Among its recent projects in the Health-Pharma sector, Alcimed has notably worked on market potential of a new immuno-oncology treatment in several countries in the Middle East, on business models for a company specialized in cellular therapy, on a proposal for development of new activities in the Hospital of the Future, and even on notable open-innovation models in the Respiratory Diseases field.

*"With almost 300 projects conducted each year in the Healthcare sector, Alcimed does not intend to change course and is pursuing its development in France and abroad,"* states Géraldine Börtlein, Co-Founder of Alcimed.

*"In 2005, we started the international adventure and opened 8 base camps in Europe and in the United States, working with players of Healthcare and Pharmaceuticals industries. In 2013, our appetite for adventure led us to explore emerging markets and new ones in Latin America, in Africa and in Middle East where we conducted highly regarded research. In 2016, we set up camp in Singapore, a gateway to support our Western customers in their uncharted territories in South-East Asia and in China."* concludes Valérie Kniazeff, Chairman of Alcimed.

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## **ABOUT ALCIMED**

Created in 1993, Alcimed ([www.alcimed.com](http://www.alcimed.com)) is an Innovation and New Business consulting firm, specializing in innovative sectors: life sciences (healthcare, biotech, food), energy, aeronautics, ICT, chemicals, cosmetics, materials, transportation, space and defense, and public policies. Thanks to a team of 200 highly skilled people, Alcimed's mission is to help our clients in the private and public sectors explore and develop uncharted territories. This mission covers four types of uncharted territories: New Technologies, Market Innovation, High growth geographies and Strategic Foresight. The company's head office is in Paris and it also has offices in Lyon and Toulouse, as well as in Germany, Belgium, Switzerland, England, the United States, and in Singapore.

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