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ADVICE FOR LIFE SCIENCE START-UPS

Stonehaven Consulting will be running a Start-up Desk at Animal Health Investment Europe later this month. The aim is to offer advice and support to new life science ventures that want to launch an innovative product or service into one of the world's most competitive markets.

Stonehaven specialises in life science businesses and has a global client base including both large and small companies. Start-ups are a key focus for the consultancy, as founder and CEO George Gunn explains:

“We are seeing a fundamental change in the way the animal health industry develops new products and services, with emerging players driving innovation. As a result, there has never been a better time to be a start-up with a novel idea.

“However, this is still a massive industry with some very big international players, so it can be very daunting for small start-ups. We can use our expertise to help start-ups deal with the challenges they face and to be successful long term.”

The Stonehaven Consulting team includes both scientists and consultants with many years' experience of life sciences marketing. They offer a range of services including market analysis, strategy development and investor liaison, so that start-ups can better understand the market and develop a more effective business.

“One of the key challenges for start-ups is investment,” says Mr Gunn. “We can help them to identify suitable investors and establish contacts, so they can secure the funding or partnerships they need.

“Our start-up desk will be happy to talk to anyone who has a new idea and wants to know the best way of taking it forward.”

Animal Health Investment Europe is an investment forum showcasing new investment opportunities in animal health. It is organised by Kisaco Research and held in London on 26 and 27 February 2019. For more information visit kisacoresearch.com.

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Notes to editor:

Stonehaven Consulting was founded in 2015 by George Gunn, former CEO of Novartis AH. The company is

based in Switzerland and has a global client base consisting of life science companies. A small team of highly qualified and experienced individuals use their know-how and network to help companies set and exceed their strategic goals.

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