

AN INNOVATIVE BUSINESS  
DEVELOPMENT INITIATIVE FOR  
GROWTH AND EXPANSION

STRATEGY  
2024

**Special Interest  
Groups**

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# About the Project

The life sciences sector is constantly evolving. With ever-changing regulations, new technological developments and changing client needs, it is vital to remain attractive and competitive.

With regulanet<sup>®</sup>, staying up-to-date and aware of changes is effortless and time-saving. Our regulanet<sup>®</sup> conference last year highlighted the desire for more collaboration.

Based on these aspirations we are pleased to announce a new business development initiative:

**SPECIAL INTEREST GROUPS WITHIN REGULANET<sup>®</sup>.  
TO PROVIDE A PLATFORM FOR NETWORK PARTNERS TO JOINTLY  
DEVELOP INITIATIVES OR SERVICES OF INTEREST TO THEIR OWN  
BUSINESSES AND CLIENTS.**

By creating these groups, we can bring together like-minded individuals who are genuinely motivated to expand and improve their service offering, drive innovation, and pursue opportunities for growth and development together.



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# Benefits of **SPECIAL INTEREST GROUPS**

## ✔ **JOINT BUSINESS DEVELOPMENT**

Through Special Interest Groups (SIGs), regulanet® partners are able to expand their services, diversify revenue streams, and attract a wider client base by collaborating on specific service areas or innovations.

## ✔ **ENHANCE INNOVATION**

SIGs are a way for regulanet® partners with a common interest in a particular topic or area to work together and benefit from each other. They aim to stimulate innovation, knowledge sharing, and business opportunities.

## ✔ **KNOWLEDGE SHARING**

SIGs will foster a culture of continuous learning by providing a structured environment for members to share expertise, experience, and lessons learned, providing a competitive advantage.

## ✔ **KEEP REGULANET® AHEAD OF THE CURVE**

SIGs are instrumental in identifying and addressing emerging trends, industry changes, and market demands, thereby ensuring that our network remains competitive and adaptable.

## ✔ **FLEXIBILITY & SPEED**

SIGs will enable high speed by involving only partners with a common interest in a particular topic. Formats can vary from loose exchanges to stable alliances.

## ✔ **COLLABORATION & ENGAGEMENT**

SIGs are intended to stimulate existing areas of common focus. This diversity of perspectives and expertise can lead to a broader range of services. Tasks and responsibilities can be shared, allowing projects to be completed more quickly.

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# Proposal

The creation of **SPECIAL INTEREST GROUPS** within regulanet® will enhance collaboration, innovation and knowledge sharing between partners. Suggestions for initial SIGs are provided below, but further suggestions are most welcome.

## **DRUG DEVICE COMBINATION PRODUCTS**

- A combination product can no longer be evaluated solely from a pharmaceutical point of view
  - Device related requirements have to be taken into account as well.
- ➔ **Developing a joint strategy to promote this service to our customers**

## **FOOD & COSMETICS**

- Jointly managing extensive client portfolios within the EU efficiently by comprehending and synchronizing costs and timelines to expedite client offers
  - Expertise and Areas of Development: Assessing the expertise and coverage of each company's F&C offerings, while also identifying areas of weakness or development
- ➔ **Leveraging our collective power**

## **REGULATORY INTELLIGENCE**

- Regulatory Compliance entails recognizing and tracking applicable regulations for medical devices
  - While EU requirements are common knowledge, how do we handle country-specific nuances?
- ➔ **Leveraging automation and joining forces can simplify this task**

## **PHARMACOVIGILANCE**

- Creation of regulanet® PV network to collaborate among PV professionals
  - Pre qualification of network members
- ➔ **Focus on joint execution of PV projects**

## **MARKET ACCESS**

- Close collaboration in Market Access, Portfolio Management, Pricing and Reimbursement to drive efficiency, innovation and global competitiveness
- ➔ **Leveraging our collective knowledge**

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# Roadmap

## 01 Launching New Concept

Launch of new concept on 18.10.2023

## 02 Call for Special Interest Groups

Establishing dedicated groups based on members' proposed interests or joining existing groups, encouraging active contributions and joint development of new business areas.

## 03 Operations of the Groups

The initial virtual meeting, ideally held before the conference, aims to establish a shared vision and a common understanding.

## 04 Maximizing Network Benefits

SIGs will have the opportunity to collaborate on their projects during one day of the conference, followed by an exchange of results from each group.

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# **Your Participation Matters**

**We are seeking your support for a special interest group to harness the combined capabilities of our network to accelerate progress and explore new business opportunities at an accelerated pace.**

**ESTABLISHING SPECIAL INTEREST GROUPS WITHIN OUR NETWORK WILL ENHANCE COLLABORATION, INNOVATION, AND KNOWLEDGE SHARING AMONG PARTNERS.**

**BE PART OF A  
SPECIAL INTEREST GROUP OR SHARE  
YOUR IDEAS FOR FURTHER SIG'S**

**[info@regulanet.com](mailto:info@regulanet.com)**



# Register Now

[info@regulanet.com](mailto:info@regulanet.com)

AND SAVE THE DATE  
FOR OUR CONFERENCE  
24TH -26TH OF JANUARY 2024

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