

# About us

## Technology Catalysts International (TCI):

a global technology and business consulting firm providing analysis-driven consulting. TCI's expertise is in technology assessments, in- and out-licensing, business intelligence, market research, mergers & acquisitions, and other technology and business needs.

Founded in 1979, TCI serves the pharmaceutical, drug delivery, OTC, nutrition, personal care, packaging, and advanced materials industries. We have global offices located in the US, Germany, the Czech Republic, Argentina, China, South 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



If you have any pharmaceutical, drug delivery, or consumer care needs, please contact:

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Catalysts International

# Facilitating Global Innovation & Partnering



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## TCI's Consulting Services



**Market Assessment:** TCI conducts strategic primary and secondary research to identify the potential of new and existing markets. TCI also provides clients with strategies for entry into a new market, enhancing the value of existing markets, and improving distribution and supply chain logistics.



**In- and Out-Licensing:** TCI has assisted in the development of a large number of technology and strategic alliances. This experience allows TCI to assist clients in various aspects of the licensing process, including scouting for potential technologies, preparation of pricing scenarios, determining the optimal licensing strategy, development of dossier, and negotiation of the terms and conditions of the licensing agreement.



**Merger / Acquisition / Divestiture Support:** TCI provides a full range of merger, acquisition, and divestiture services, including due diligence and negotiation of terms and conditions. TCI's M&A service differs from other firms in several important ways. TCI does not charge commissions or success fees. TCI is represented in all areas of the world through its network of offices and affiliates.



**IP and Technology Valuation:** TCI frequently handles technology assessment and valuation projects. One of the most critical and complex issues negotiated between a potential licensee and licensor is the price of the technology to be acquired. This issue becomes increasingly difficult when the technologies under consideration are early-stage and largely unproved. TCI has assisted companies in pricing and valuing their technology. This experience has focused on the advanced material, medical, and pharmaceutical industries.



**Opportunity Assessment and Strategic Alliances:** TCI is frequently commissioned to assist clients in opportunity assessment and to identify potential alliances such as business development opportunities, contract manufacturing, new market entries, and outsourcing services.

## How Clients Can Engage TCI's Services

**Drug Delivery Consulting** provides clients with insightful analysis of drug delivery technology, its effect on pharmaceutical markets, and how clients can incorporate it into their drug development programs. TCI provides clients with:

- Comprehensive market analysis
- In-depth investigations of strategic aspects of the drug delivery industry
- Access to technology descriptions from companies and universities
- Rapid responses to specific drug delivery questions
- Information on the latest drug delivery deals

**Consumer Care Consulting** offers a full range of business and technology consulting services used to address the needs of companies within the consumer care markets, including identifying novel products, technologies, and research partners necessary for reaching corporate goals. TCI has expertise in the following strategic markets:

- OTC healthcare
- Personal care
- Home care and cleaning
- Diagnostics
- Packaging

**Strategic Business Consulting** uses TCI's international offices and network of skilled professionals to provide high value, in-depth proprietary studies to assist clients in developing business plans and strategies and technology assessments. These studies can be tailored to a client's specific business and technical needs.

- Merger and Acquisition Support Services (MASS)
- Out-Licensing Services (OLS)
- Late-Stage Product Acquisition Services

**Food and Nutritional Consulting** is focused on providing clients with support within the global food business. TCI's consulting practice assists clients in identifying and assessing innovative technologies, ingredients, and products that can meet a client's needs.

**Ask TCI Any Question™ (ATAQ)** is a specialized information service designed to protect a client's anonymity, while providing unpublished, difficult-to-obtain, non-confidential information. ATAQ is designed to go beyond database searches to provide the most complete and accurate information in a timely fashion.

**Licensing Locator™** is an in-depth, worldwide search for technologies that are available for strategic alliance opportunities at any desired stage of development. Initial identified opportunities are sourced from external and internal databases and include technologies from a variety of organizations. Once identified, the sources are contacted to obtain non-confidential information not readily available in the public domain.



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