



Vectron Biosolutions og Internasjonalt Salg

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Daglig leder og med-gründer

PROBLEMET

En ny medisin
koster nå mer enn
NOK 10 milliarder å
utvikle (!).

→ Pharma
fokuserer på de
største
sykdommene.

→ Mange
pasienter har ikke
tilgang til viktig
medisin.

WHO: Økende
medisinkostnader
er et stort globalt
helseproblem

LØSNINGEN (eller en av dem)

- Vectron har teknologi for kostnads-
besparende
proteinproduksjon.
- Ved å redusere
kostnadene kan
pharma redusere
prisene uten å miste
marginer eller
konkurranssevne.
- Teknologien er basert
på rekombinant
bakteriell produksjon
vha *Pm/xyIS*
ekspressjonssystemet.

KORT OM VECTRON



- Stiftet i 2008, lokalisert i Trondheim med fire ansatte (ni ved utgangen av 2016).
- Teknologien utviklet i Svein Vallas forskningsgruppe @ NTNU.
- Mikrobiell CRO som utvikler proteinproduksjonsstammer for pharma- og biotech-industrien.
- Teknologien er tilgjengelig for lisensiering (FoU og kommersiell).

INTERNASJONAL SALG INNEN LIFE SCIENCE

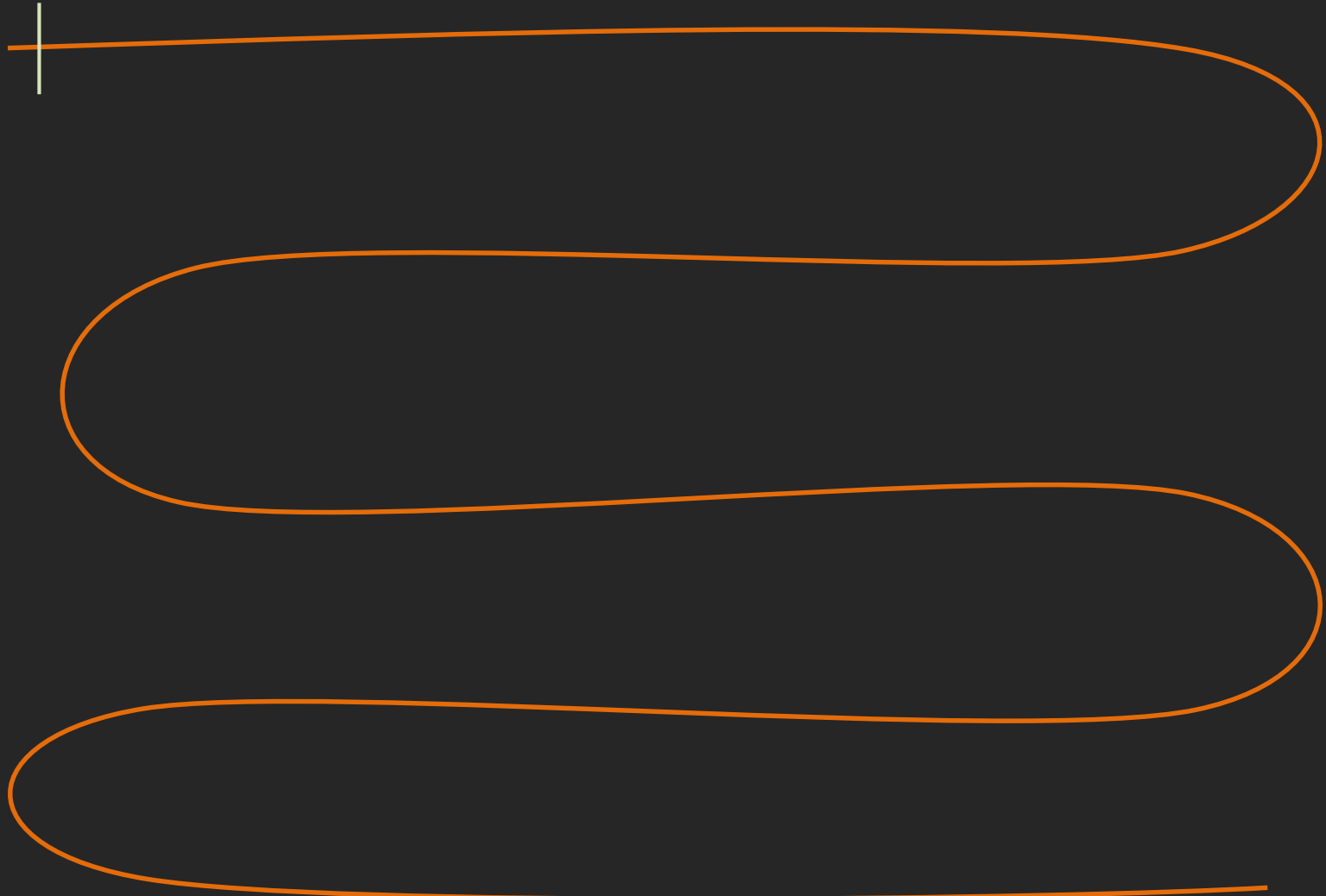
- Ting...tar....tid.
- Pharma er en *svært* konservativ industri.
- Mye penger på spill.
- Oppfattet regulatorisk risiko ved bruk av ny teknologi.
- Validering er essensielt.
- Løsninger:
Nettverksbygging,
«stein på stein», lange
tidshorisonter.



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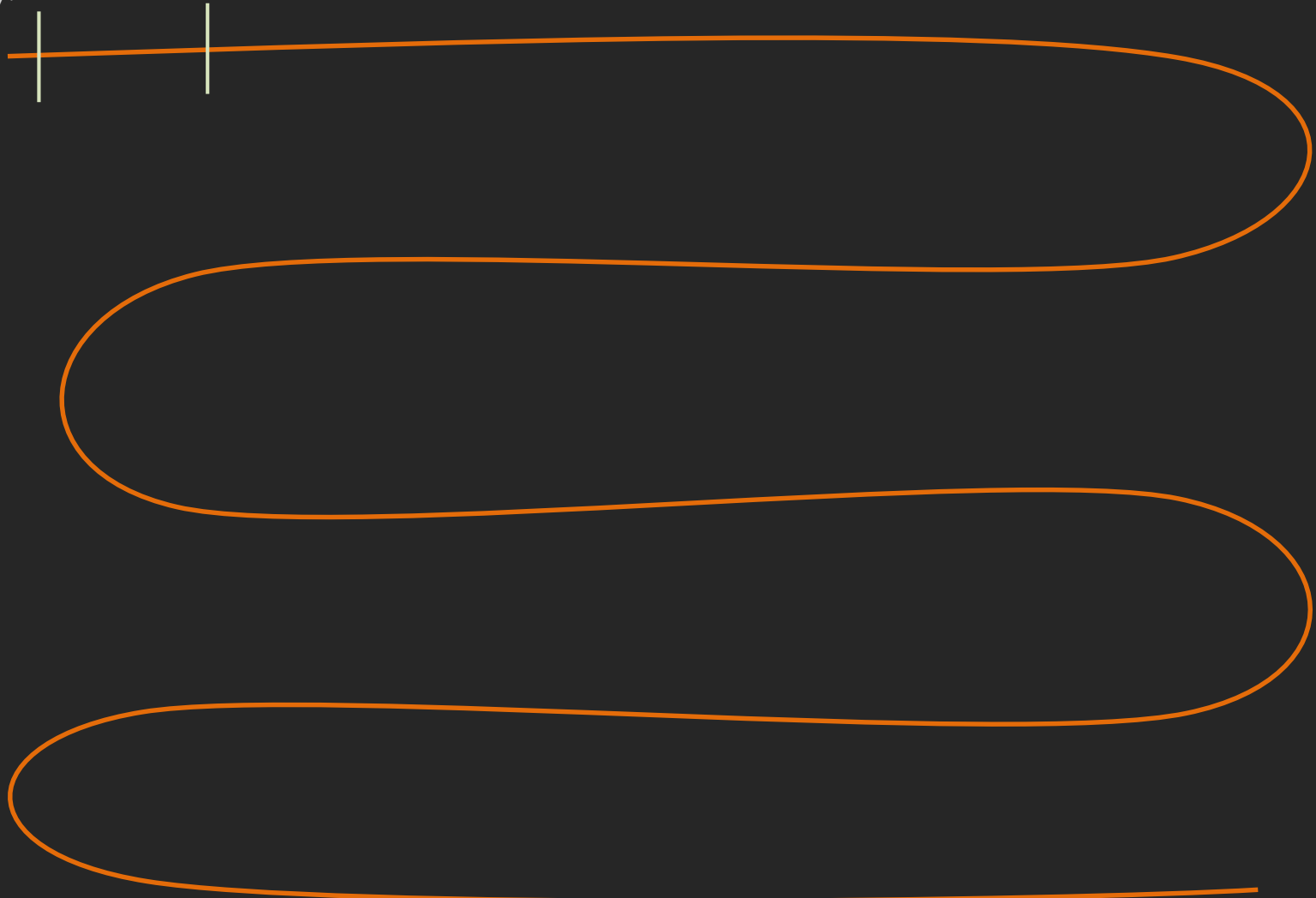
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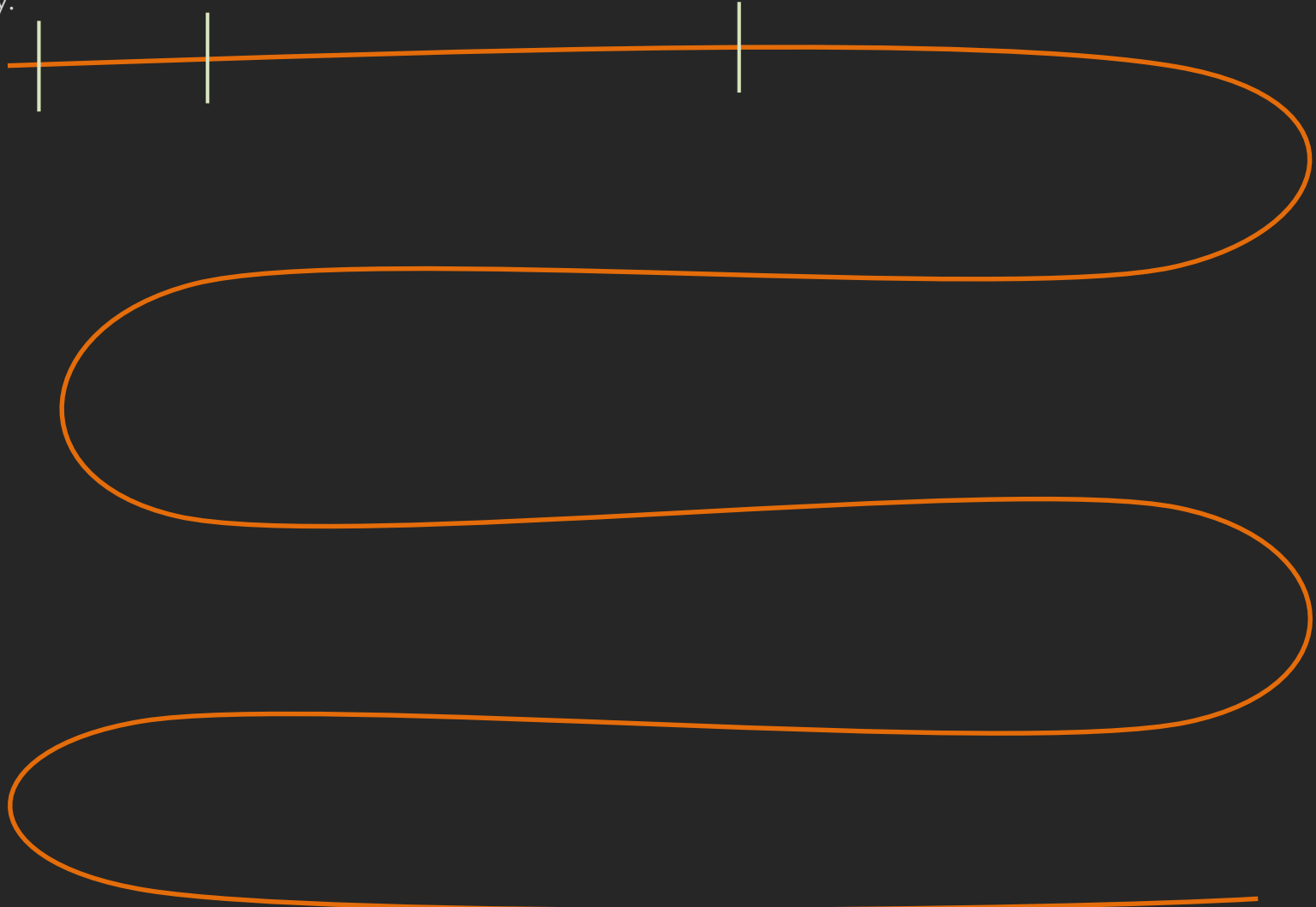
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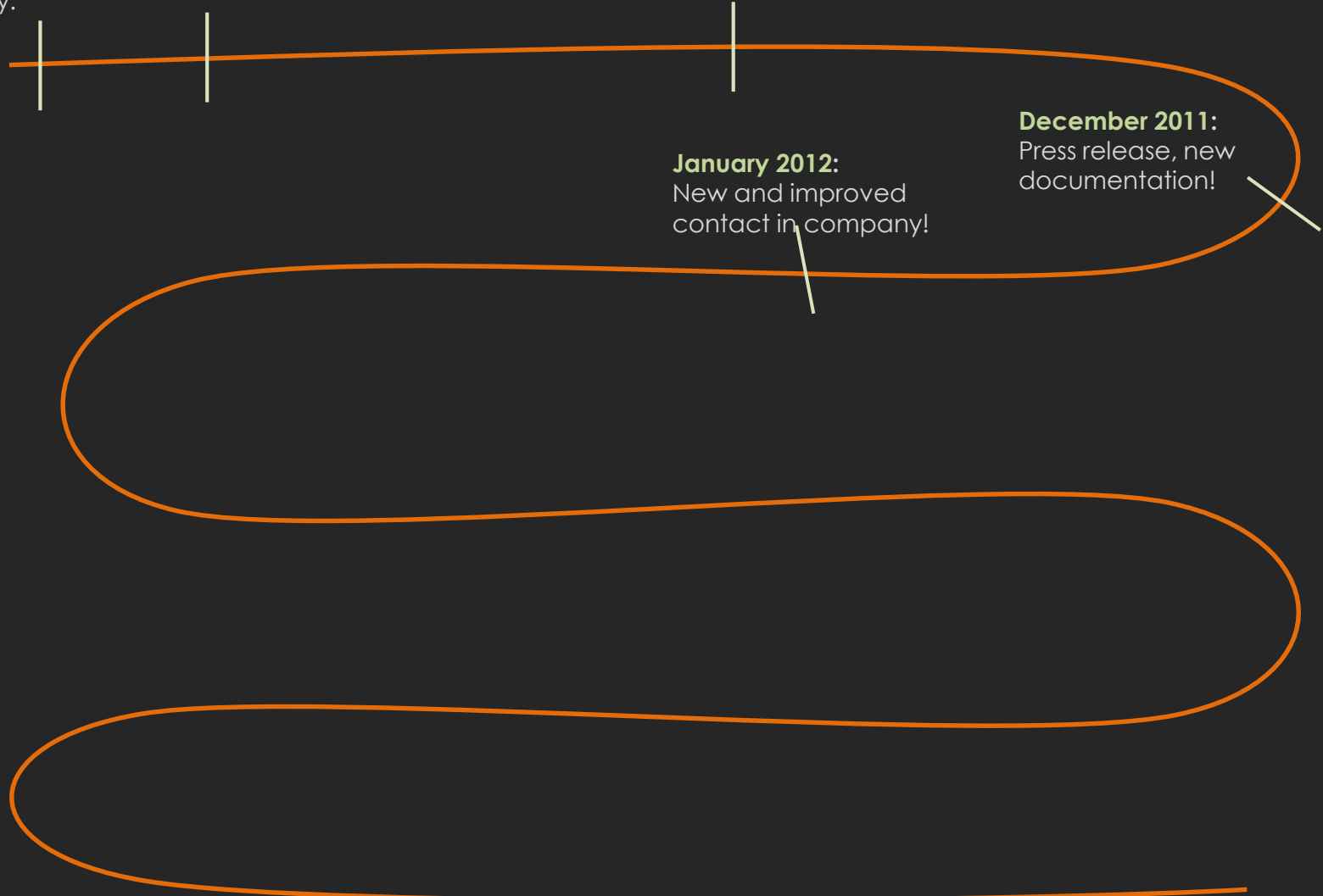
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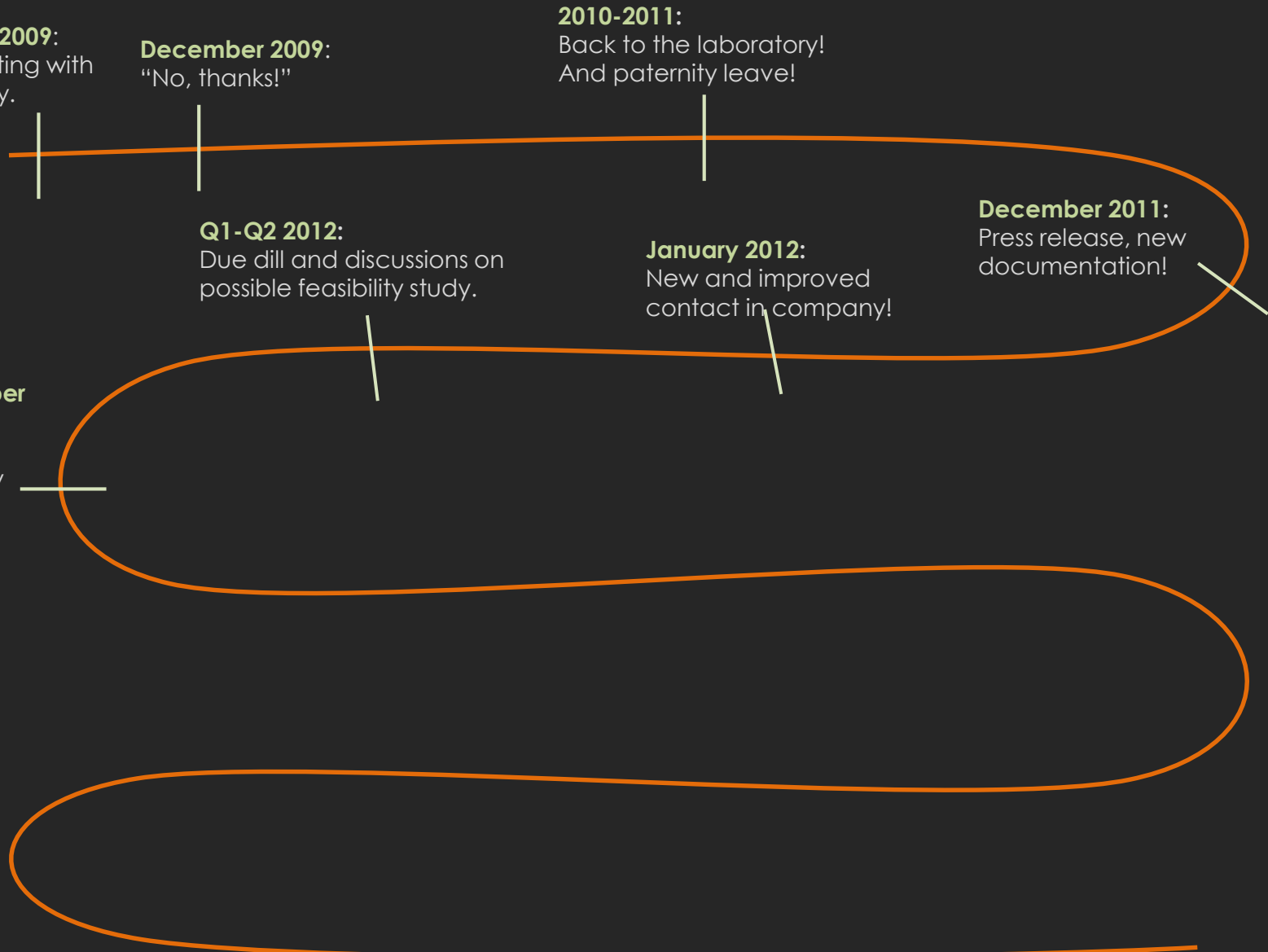
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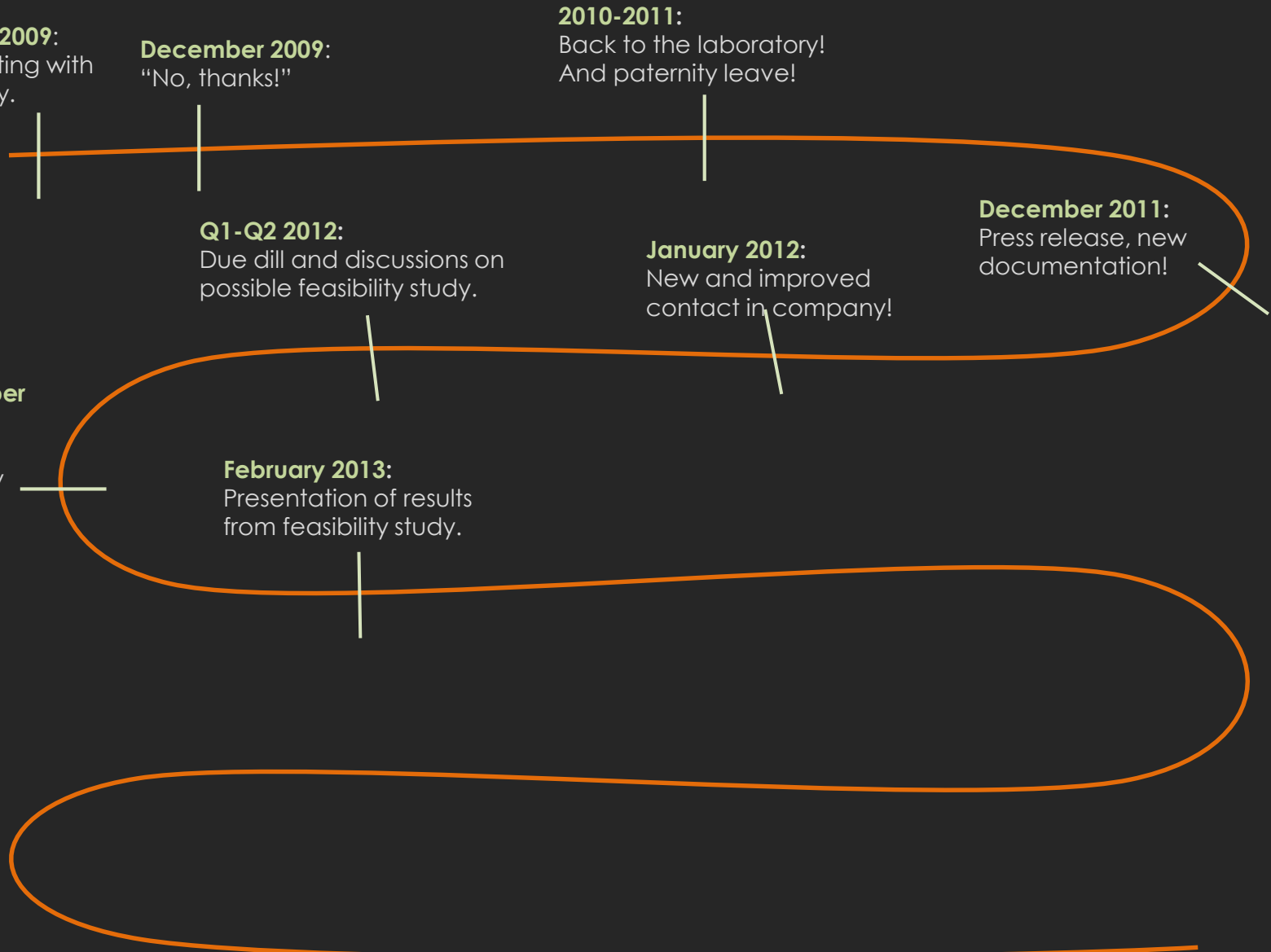
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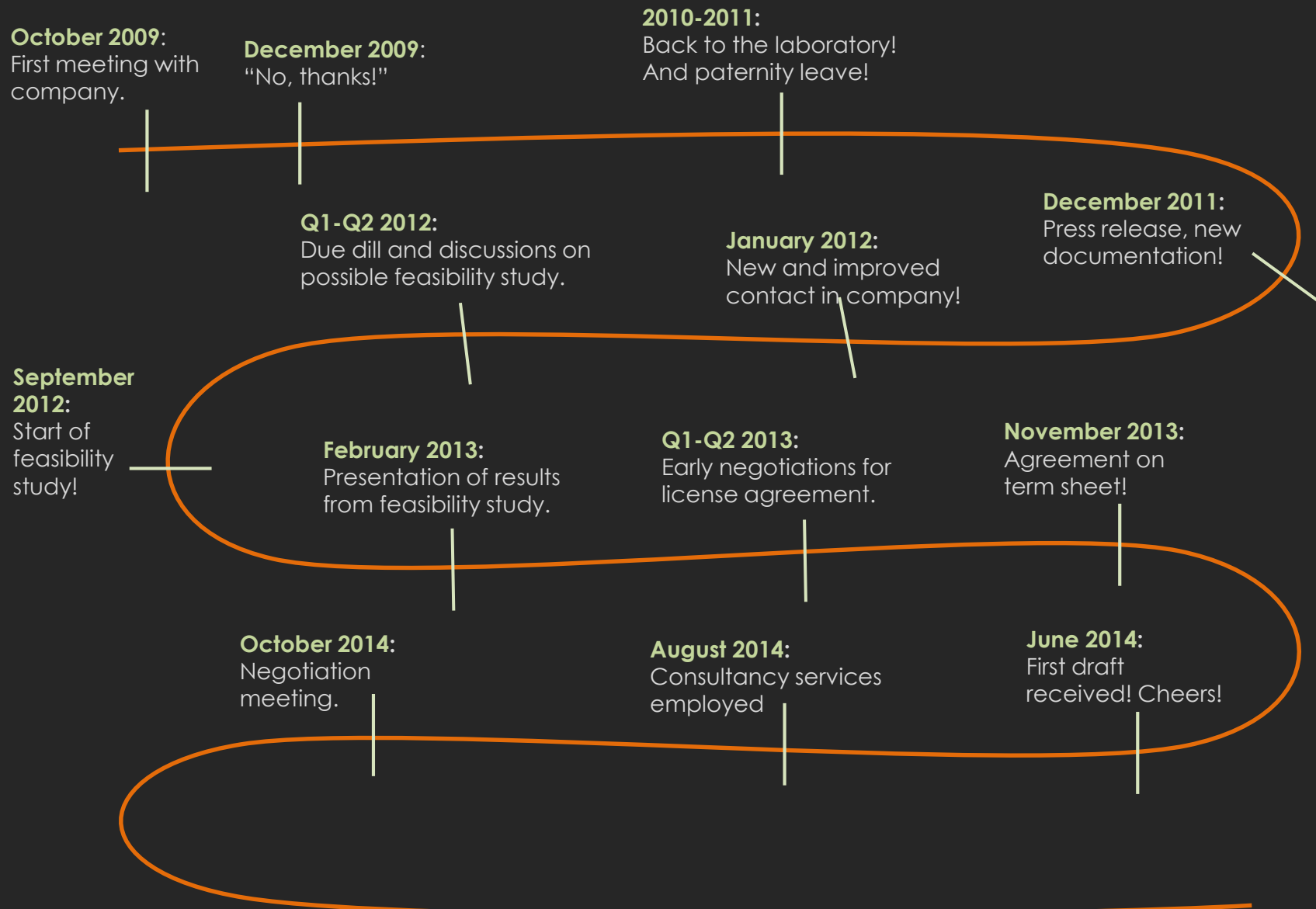
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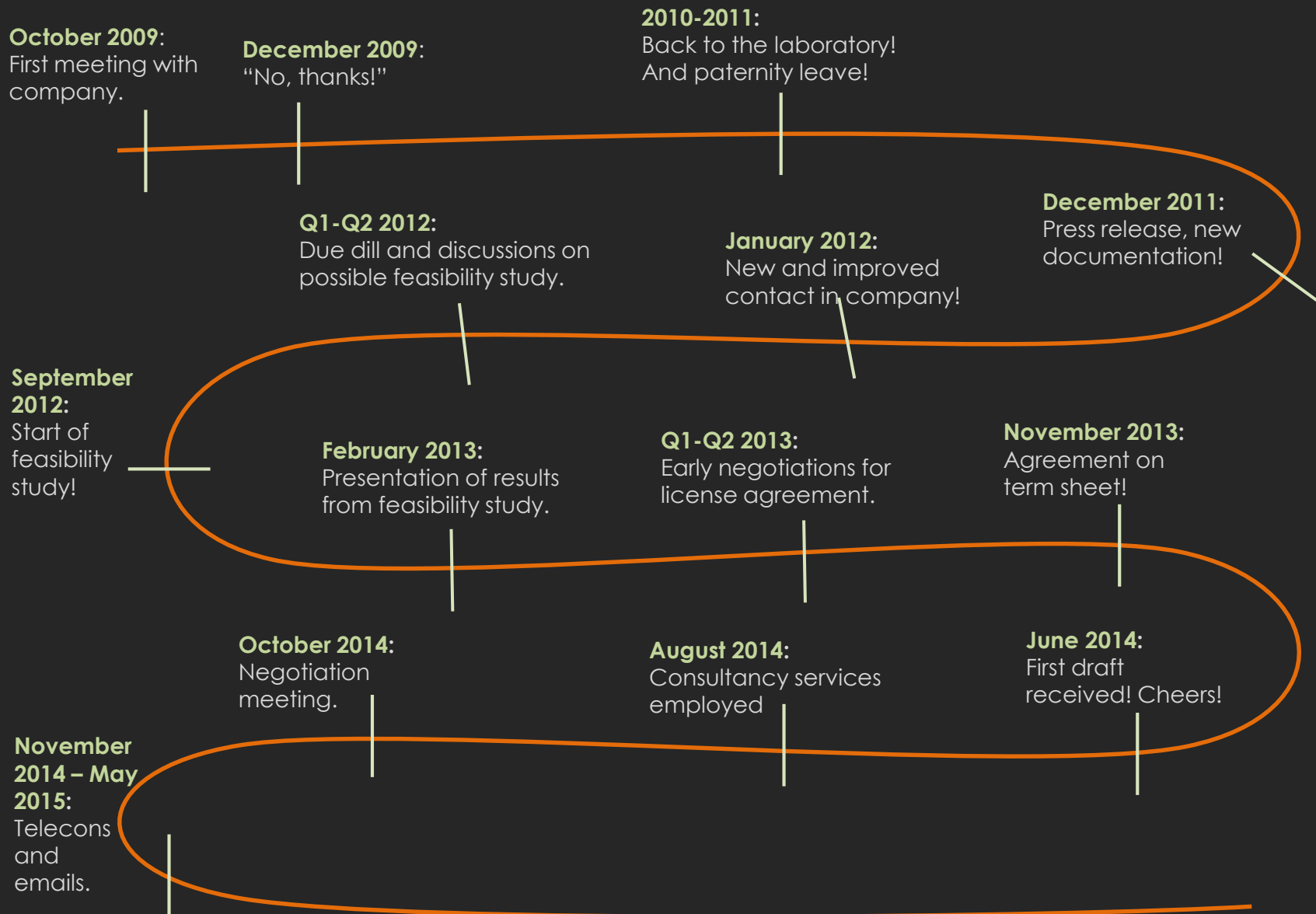
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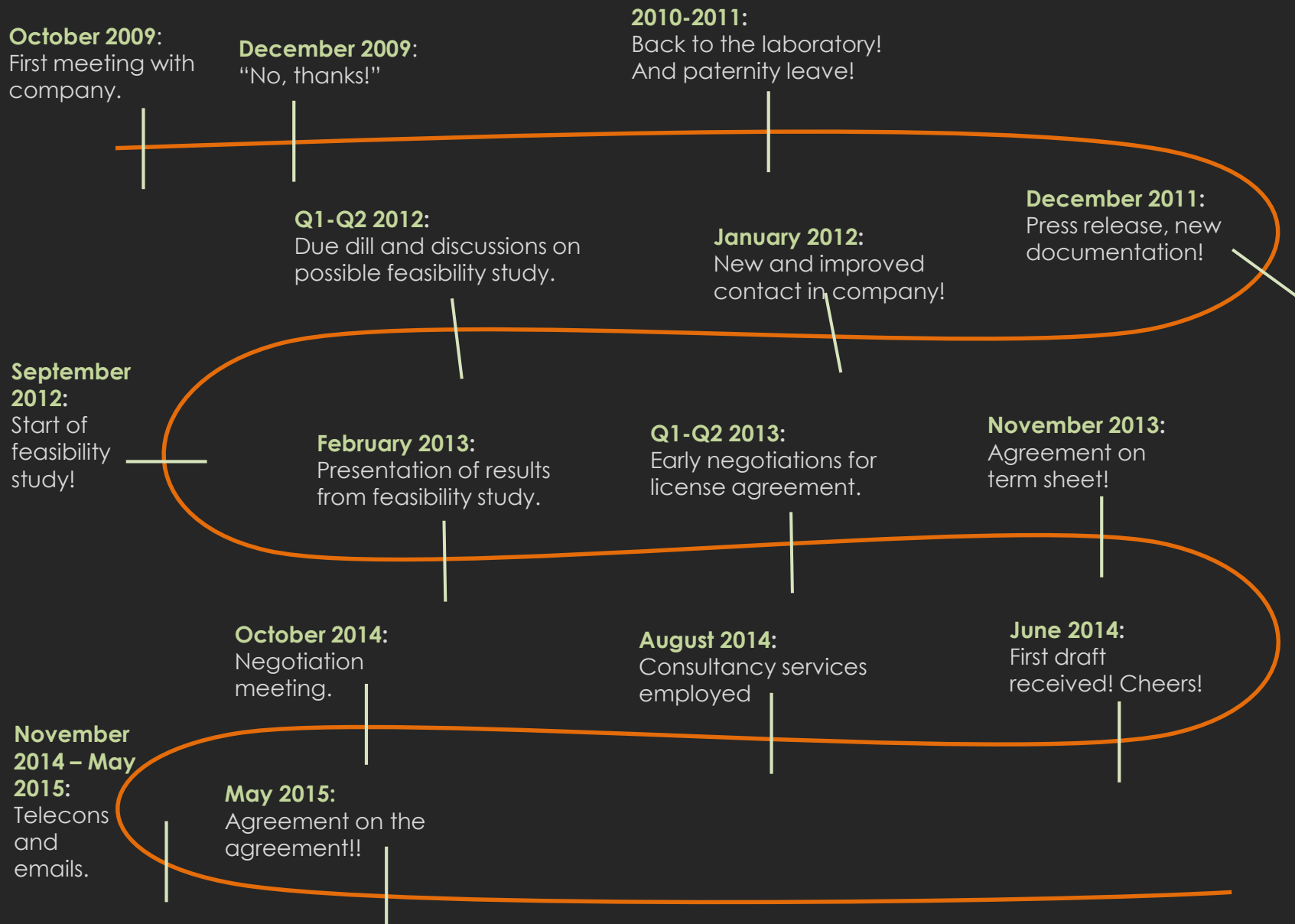
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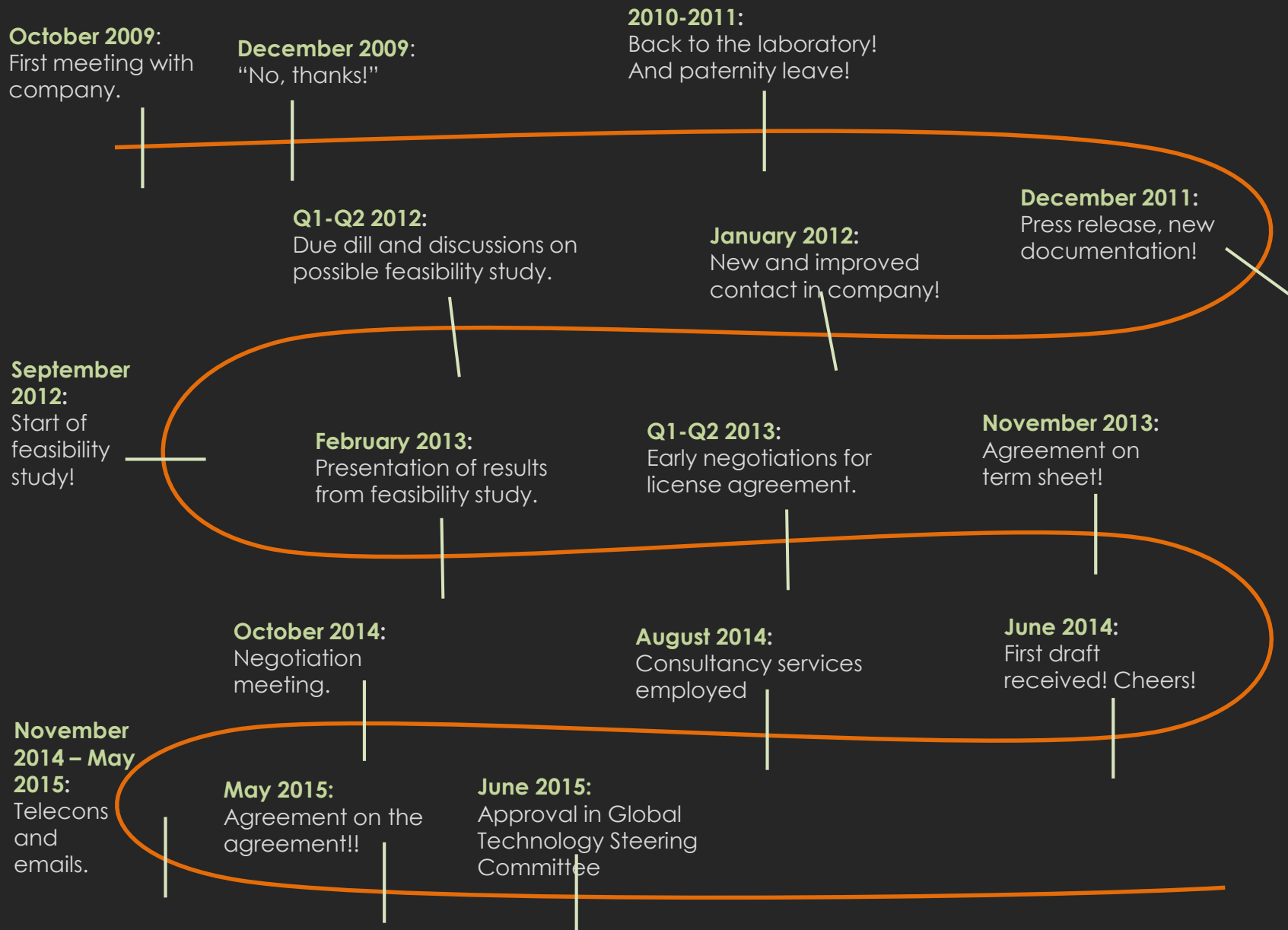
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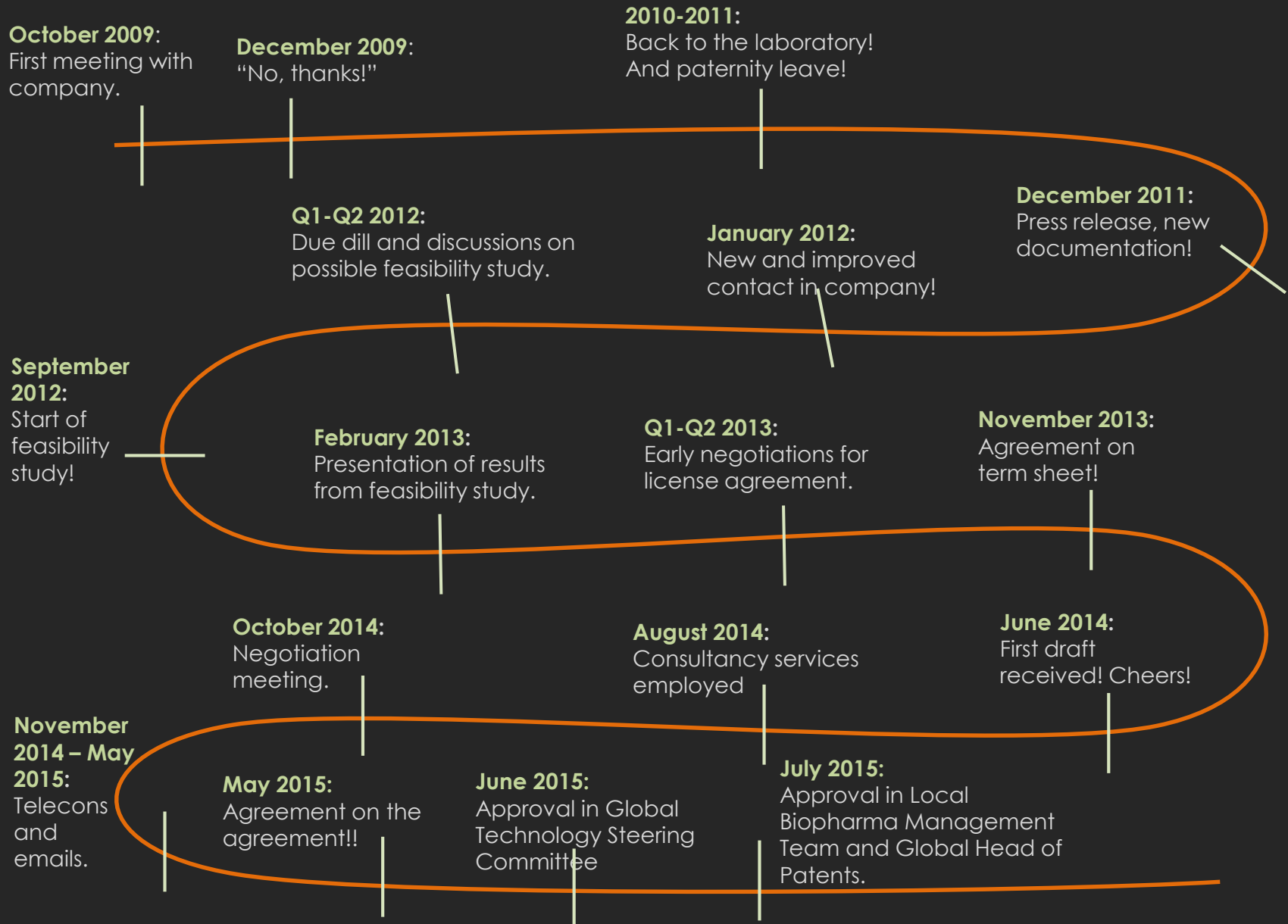
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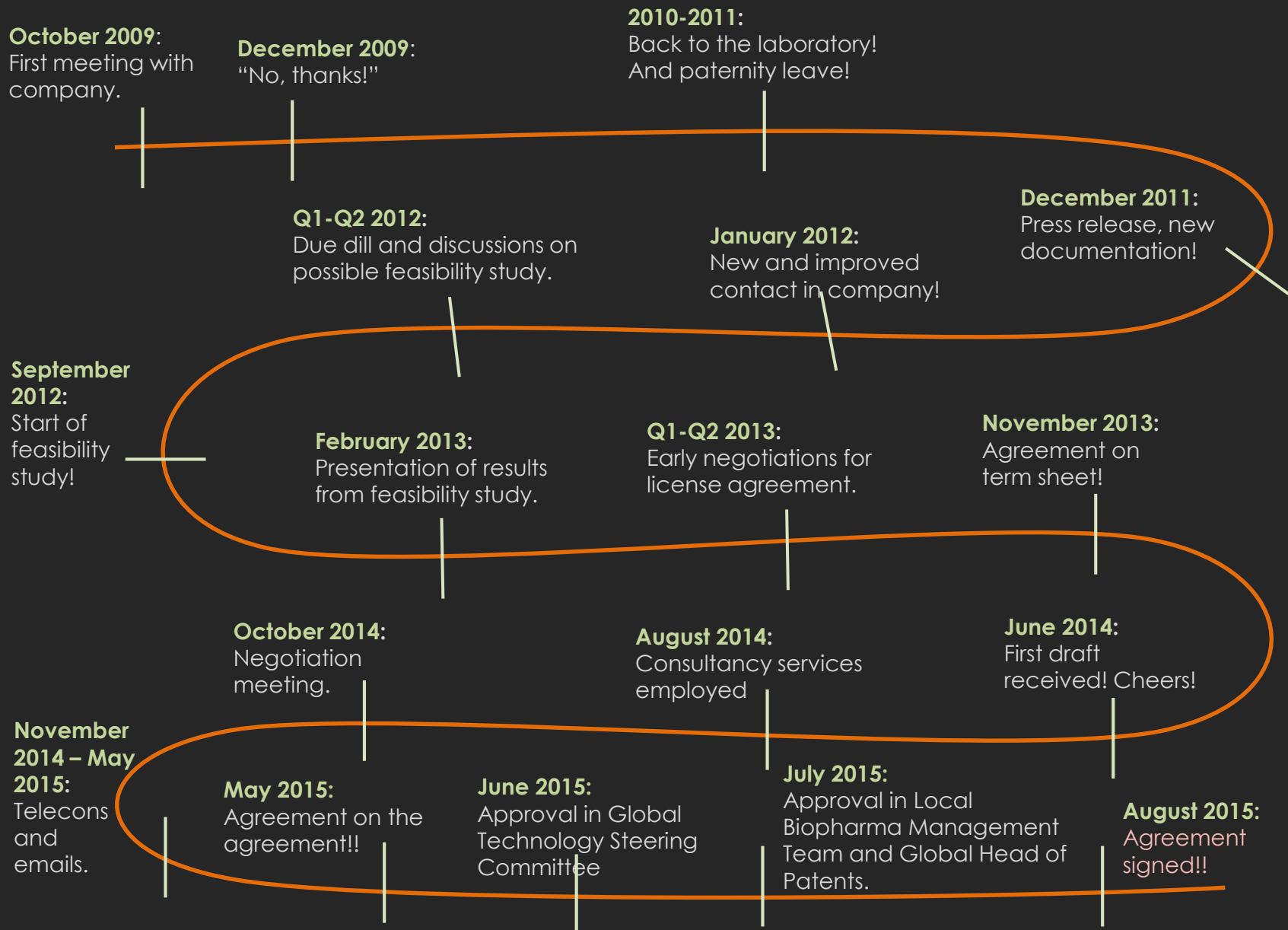
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THANK YOU!

COLLEAGUES:

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