

US Presence from Day 1

Business Case

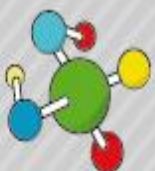
Situation:

A venture capital backed small French drug discovery company using high throughput protein interaction mapping looks to open up in the US market. Hubtech21 was requested to discover and present new opportunities and help create a US base for potential sales and partnerships.

Challenges	Hubtech21' Solutions
<ul style="list-style-type: none">• Reach consensus and find the kinds of clients or partnerships that add value to the organization• Identify the appropriate business / academic contacts that will align with the firm's business model• Find the most efficient method to penetrate the US market	<ul style="list-style-type: none">• Worked with client team to define and prioritize strategy for pursuing customers / partners• Quickly identified highly specified contacts and set up meetings with client company• Managed the sales operational processes and helped maintain visibility within the US market

Results:

- US Sales Annual Growth: 30%
- ~ 150 Leads provided
- Harmonization of R&D with customer and market needs

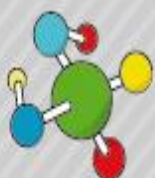


US Presence Solutions

Package of services:

- US Representation
- Specialist Manager
- Access to Technology Networks
- US Phone number (Hubtech21 or dedicated)
- Fax reception
- Mail reception
- Telephone answering
- Virtual Office 1 week/month near MIT campus
- Access to Technology Networks

Our Clients



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