

Business Opportunities in the Life Science Sector

March 21, 2012





Who is Develop Indy?

- Develop Indy is the local economic development organization dedicated exclusively to Marion County
- Mission -- To serve as a catalyst for quality job growth and capital investment through:
 - State & local incentives
 - Existing business initiatives
 - Marketing/Public Relations
 - Site Selection Services
 - Regulatory services/permitting assistance
 - Communication with City/State/Community leaders

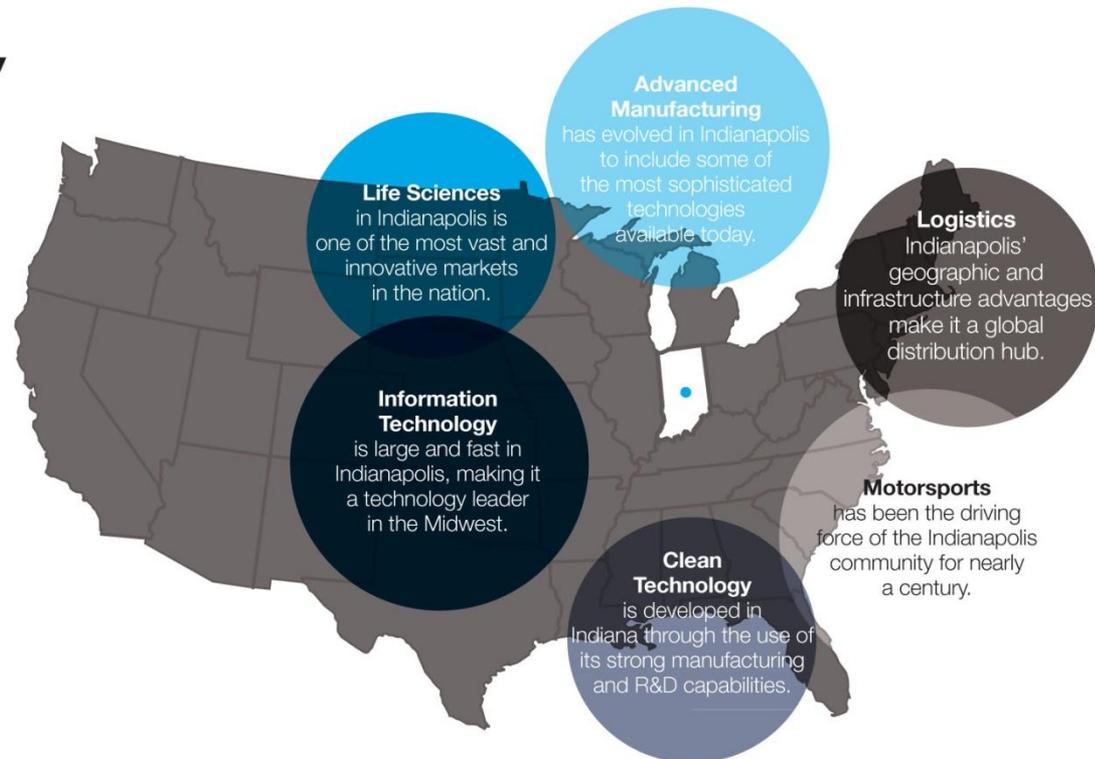
Internationally
Indianapolis is a global magnet with ties stretching across the world.

#1 Midwestern City to be the Next Big Boom Town (Forbes)

Top Ten Cities to Relocate to (CNBC)

#1 City with Good Jobs and Cheap Housing (Investopedia)

#1 Most Affordable City for Housing (CNN Money)



What does 'Life Science' really mean?

Pharmaceuticals

- Eli Lilly and Company
- Sigma-Tau Pharmaceuticals

Medical Devices and Equipment

- Roche Diagnostics
- Hologic
- Beckman Coulter
- SonarMed

Contract Research and Development

- Covance
- InVentiv Clinical

Logistics and Storage

- BioStorage
- Intelsius

Agriculture-BioTech

- Dow AgroScience

Life Sciences – A quickly-growing sector

Indiana has the ninth largest life sciences employment in the United States. With a large, yet diverse industry base, the Central Indiana region offers many advantages for life sciences companies. Indianapolis is the focal point for some of the nation's most advanced life sciences research.

Fast Facts:

- 9th largest region (Indianapolis) in life sciences employment sector
- 2nd highest concentration of biopharmaceutical jobs in the U.S.
- 5th pharmaceutical market in nation in terms of sales, shipments, receipts and revenues
- Twice the nation's average in bioscience jobs (BIO/Battelle)
- One of nation's top four life sciences leaders, as defined by number and concentration of life sciences jobs (BIO/Battelle)
- 18 percent, or \$69 billion, of Indiana's economic output tied to the life sciences industry
- One of Top 10 states for medical technology (Advanced Medical Technology Association)

Life Sciences – The Challenges

These Indiana-based companies and organizations can help new businesses navigate the difficult challenges facing the Life Sciences sector.

- BioCrossroads
www.biocrossroads.com – supports new Life Science businesses and partnerships
- Anson Group
www.ansongroup.com - provides regulatory compliance consulting
- Aledo Consulting
www.aledoconsulting.com – provides reimbursement strategy for Life Science companies

How to get connected – Organizations and Events

Get to know the potential customers, partners, and funders within the industry.

- Indiana Health Industry Forum (IHIF)
www.ihif.org - provides a searchable sector-wide database
Next networking lunch – April 17th @ Barnes & Thornburg
- INpact
www.inpact.org - provides resources for medical device companies
- Healthcare Businesswomen's Association (HBA)
www.hbanet.org – provides resources and networking for women in healthcare
- Indiana Pharmaceutical Research Alliance (IPhRA)
www.iphra.info – connects entities engaged in pharma research

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- Indiana Biomedical Entrepreneur Network (IBEN)
www.indianabionetwork.org – encourages Life Science entrepreneurship
Next networking event – April 10th
- Advancing Life Sciences & Health Care Information Technology (ALHIT)
www.techpoint.org/alhit - encourages increased use of IT in the health care sector
Health care practitioner and IT developer event scheduled for July 2012
- Indiana Black Expo Business Conference – July 16th – 18th
www.indianablackexpo.com

Questions?

Please contact

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Thank you

www.developindy.com