

UK life sciences consultancy offers global market access and pricing expertise to support biotech companies in securing partnerships, investments, and market access. The company is seeking commercial agreements worldwide.

## Summary

Profile type	Company's country	POD reference
<b>Business Offer</b>	<b>United Kingdom</b>	<b>BOGB20250828013</b>
Profile status	Type of partnership	Targeted countries
<b>PUBLISHED</b>	<b>Commercial agreement</b> <b>Supplier agreement</b>	<b>• World</b>
Contact Person	Term of validity	Last update
<b><u>Enrico FRANZIN</u></b>	<b>28 Aug 2025</b> <b>28 Aug 2026</b>	<b>28 Aug 2025</b>

## General Information

### Short summary

UK-based FingerPost Consulting provides global market access support to biotech companies in the US and EU. It offers services such as market sizing, payer and clinician market research, competitor analysis, pricing, and commercial positioning.

The consultancy is looking to enter commercial agreements and partner with biotech companies that need expert guidance to plan for market access, prepare for partnering or investment, and improve their commercial strategy.

### Full description

FingerPost Consulting is a UK-based consultancy that helps biotech companies overcome a major challenge in the sector: Many therapies gain regulatory approval but struggle commercially because of limited market access and payment issues.

The FingerPost team includes former executives from Roche, Vertex, Bristol Myers Squibb, GSK, and Otsuka, and is supported by a global network of over 80 market access consultants in 40 countries. In the past five years, the

company has completed more than 180 projects, helping clinical-stage biotech companies develop strong commercial strategies and plan for successful access to markets.

The consultancy works with biotech companies at clinical stages (Phase I–III), supporting them in aligning trial design with commercial goals and preparing for out-licensing, partnership, or investment discussions.

Key services include:

- Market sizing and epidemiological modelling
- Competitor analysis and benchmarking
- Pricing and market access strategy development
- Research on willingness to pay and clinician perspectives in major markets
- Financial forecasting and value proposition design

#### Advantages and innovations

FingerPost combines deep pharmaceutical industry expertise with specialised market access focus. Our flexible and cost-efficient solutions differentiate us from generalist consulting firms.

Key advantages:

- Specialised expertise: Exclusive focus on life sciences market access.
- Experienced team: Senior professionals with launch experience in top 20 pharmaceutical companies.
- Global reach: Access to 80+ consultants in 40 countries for local payer insights.
- Biotech focus: Tailored, cost-conscious frameworks suited to biotech companies.
- Proven impact: Track record of enabling clients to achieve higher valuations through strong pricing and reimbursement planning.

Technical specification or expertise sought

Stage of development

**Already on the market**

IPR Status

**IPR granted**

IPR Notes

Sustainable Development goals

- **Goal 10: Reduced Inequality**
- **Goal 3: Good Health and Well-being**

## Partner Sought

### Expected role of the partner

The UK company is looking to enter commercial agreements and partner with biotech companies that need expert guidance to plan for market access, prepare for partnering or investment, and improve their commercial strategy.

### Type of partnership

**Commercial agreement**

**Supplier agreement**

### Type and size of the partner

• **SME 50 - 249**

• **University**

• **R&D Institution**

• **Big company**

• **SME 11-49**

• **SME <=10**

## Dissemination

### Technology keywords

• **06005003 - Health information management**

### Market keywords

• **02007025 - Consulting services**

• **05007007 - Other medical/health related (not elsewhere classified)**

### Targeted countries

• **World**

### Sector groups involved