



Press Release:

PSL Launch New Corporate Website for Life Science Distributors and Biotechnology Consulting

Stamford, 20th September 2010, PressReleasePoint.

Pivotal Scientific today launched a new corporate website which focuses on two main areas that it strives to serve: Life science distribution identification (Find Bind Initiative or FBI), and biotechnology consultancy services.

Pivotal Scientific's (PSL) novel life science distribution identification service, Find Bind Initiative (FBI), addresses the needs of expanding markets. Selecting distribution partners in unfamiliar countries is a crucial decision that is time consuming with no guarantee of satisfactory results. PSL's service aligns life science distributors with a company's specific requirements and ensures proactive marketing and selling in view of exploiting the individual market place.

Brian Carpenter, Sales and Marketing Manager for Innova Biosciences, and client of PSL's distribution identification services, comments, 'Pivotal Scientific was instrumental in growing Innova Biosciences sales – through Tim's international connections many doors were opened up with major contracts being secured. More importantly, through his Find and Bind Service we have now developed a distribution network ranging from Asia Pacific, through to Europe and North America, which contributes significantly to Innova Biosciences sales.'

Tim Bernard, CEO for Pivotal Scientific, said, "We are really pleased that our website is evolving with our core services, PSL offers a unique and proactive Life Science partnering service to its clients, which match specific requirements with a handpicked distributor, enabling maximum potential to attain the desired commercial goals. It is vital that the distributor you choose is really focused on optimizing the market place on your behalf, as too often many distributors just 'cherry pick' product ranges."

PSL's service is based on an extensive network of contacts from 25 years experience in the International Life Science Market, enabling PSL to provide a tailor made service to individual clients. Tim continues, "When selecting [life science distributors](#), the specific requirement of a supplier should be cross referenced with the capabilities of all of the relevant life science distributors in a given geographical area".

Pivotal Scientific encourages everyone with an interest in biotechnology or searching for life science distribution partners to visit the site. The website is now live and can be accessed at <http://www.pivotalscientific.com>.

Pivotal Scientific Ltd (PSL) was created by Tim Bernard specifically to provide a bespoke [biotech consulting](#) service for the Life Science and Biotechnology sectors. PSL's primary focus is to proactively

work with start-up and well established Biotechnology and Pharmaceutical Companies in view of assisting them to achieve their business growth objectives.

For Further information or an illustrative image:

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<http://www.pivotalscientific.com/services>>life science distributor

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