



CONSULTANTS to BIOTECH and LIFE SCIENCES

Welcome to the July Pivotal Profile!

"If the 1st of July it be rainy weather,
Twill rain more or less for four weeks together"
(don't quote me on this - however, I think that anyone watching the British Open would find some truth in this!)

Tim attended Bio 2011, Washington DC this month. The show was a little disappointing for most exhibitors: The floor was very quiet compared to previous years - Perhaps the fine weather was a better attraction for the delegates!

Our aim is to keep you informed with the latest news and services from PSL and our collaborators. We really enjoy receiving feedback from our readers so please do get in touch with your comments or enquiries: info@pivotalscientific.com

At a Glance:
Meet Us At
Feature
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Services & Products
Employment Opps

MEET US AT.....

SouthernBiotech and **Innova Biosciences** will both be attending AACC, the world's largest gathering of clinical lab professionals, in Atlanta this month. Please be sure to visit their booth and meet the key players.

AACC, Atlanta, USA - July 26th - 28th

FEATURE



Having Problems Locating the Right Distributor for Your Product Range?

Let PSL help you find the right distributor easily and effectively through its unique "Find & Bind Initiative" saving you time and money.

The Find Bind Initiative (FBI) is the comprehensive business partnering solution which finds the optimal partner for your Biotech requirements. Finding the right distributor in other countries is a critical decision and can be a very time consuming task with no guarantee of satisfactory results. When you are entering a new market for the first time it is vital that you get off to a great start by employing the best distributor; one that understands your specific requirements and who will be proactively marketing and selling your product range in view of exploiting the individual market place. 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 can also help you find the right Suppliers and OEM Partners

PSL is offering a unique and proactive Life Science Partnering Service to its clients, which will match your specific requirements with a hand picked distributor, enabling maximum potential to attain your desired commercial goals.

PSL can also help you find Suppliers and OEM Partners - for more info on our FBI service please contact: info@pivotalscientific.com

LATEST NEWS.....



2BScientific - New Suppliers

- *Cellecta Inc. providing custom and contract solutions for high-throughput genetic screening needs* >[Read more](#)

- *Biosearch Technologies has been advancing nucleic acid technology with the invention of the series of Black Hole Quencher® (BHQ®) dyes* >[Read more](#)



Everest Biotech - custom goat antibody services, all peptide generated, and antigen affinity purified. Please contact tim@pivotalscientific.com for more information.

Southern Biotech - will be attending AACC in Atlanta this month >[Read more](#)

Oxford Expression Technologies - new Super Sf9 cells for improved protein expression now available for use in your lab! >[Read more](#)

- new pilot scale protein expression service >[Read more](#)

For more information please contact r.broadhead@oetltd.com

DB Biotech - are now offering highly sensitive/specific protein identification services >[Read more](#) For more information please contact petrusova@dbbiotech.com

Nordic Labs - check out the Nordic Labs website to see their extensive range of antibodies to monkey specificities >[Read more](#)

- Nordic Labs have some regular bulk orders of Rabbit Anti Goat / IgG (H+L), FITC conjugated, that are used in governmental Potato Brown Rot prevention programs (*Ralstonia solanacearum*) - bulk order discount starting at 15% for 10 vials. For more information please contact tim@pivotalscientific.com

LifeSpan Biosciences - this month have released 174 new IHC-plus antibodies to 160 unique targets. >[Read more](#)

SERVICES AND PRODUCTS OFFERED BY PSL PARTNERS

Bulk Antibody Supply for OEM:

www.everestbiotech.com

www.nordiclabs.nl

www.enogene.com

www.dbbiotech.com

www.southernbiotech.com

Custom Antibody Services:

www.abcore-inc.com

www.accurobio.com

www.biosynergieurope.com

www.southernbiotech.com

European Distribution Facilities:

www.2BScientific.com

US Distribution Facilities:

www.abcore-inc.com

Distributor Finding Service (FBI):

www.pivotalscientific.com

Bio-Conjugation Services:

www.innovabiosciences.com

Baculovirus Protein Expression:

www.oetltd.com

IHC Validated Antibodies & Services:

www.lsbio.com

www.dbbiotech.com

www.labospace.com

Quality Accreditation Services:

www.bspartnership.co.uk

Flow Cytometry Web Portal:

www.chromocyte.com

Marketing Services:

Consultancy:

<http://www.pivotalscientific.com/services>

SEO:

www.algorithmsolutions.com

Photography:

www.geraintlewis.com

Design:

<http://www.pivotalscientific.com/design>

Employment Opportunities:

www.pivotalscientific.com/employment-opportunities