

CASE STUDY

QED BIO-ENTREPRENEUR SCHOOL 2007

Dr Graham Blakey, founding Director, GBPK Consulting Ltd.

It requires confidence and certainty of purpose to leave a secure position in the pharmaceutical industry and decide to go it alone. Dr Graham Blakey discovered that confidence in last year's Bio-Entrepreneur School which he attended as part of the early preparation for his new consulting venture.

"I knew the time was right to leave my position at AstraZeneca and set up a consulting service in pharmacokinetics. I identified a niche in helping small spin-out companies principally with their study design and data interpretation."

Graham left AstraZeneca in August after 12 years in research and development. He has extensive experience in providing clinical pharmacology strategy including pharmacokinetic/pharmacodynamic input and analysis to all phases of clinical drug development. His involvement in many global project teams as a clinical pharmacokineticist has supported drug development in Europe, Japan and North America.

When Graham attended the Bio-Entrepreneur School at BioCity Nottingham in February he used the programme to hone the planning and marketing of his consulting service.

"When we had to pitch to the Dragon's Den panel, the exercise made me focus on the idea and think about how I would sell it to someone. It seemed to go quite well so that gave me a great deal more confidence."

One of the highlights of the School is the Dinner hosted by PricewaterhouseCoopers and held in the Senate Building of the University of Nottingham. This provides an invaluable networking opportunity and inspiration from a leading bioscience speaker. Graham also appreciated meeting tenants and staff of BioCity Nottingham during the event as this enabled him to talk through his idea with like-minded individuals.

“I would recommend the School to any bioscientist who is looking to commercialise a product or launch a new service. You need to get away from the day-to-day distractions and the Bio-Entrepreneur Schools gives you the space to do this.”