



Committed to Success

DVC Solutions
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The Company

DVC Solutions is an innovative company dedicated to assisting and providing value to biotech and pharmaceutical companies in the fields of communication, market analysis, and business and strategy development. DVC Solutions provides collaborative services to our clients by working towards clearly defined objectives and focusing on specific outcomes to improve their operational and strategic competitiveness within the marketplace. DVC Solutions focuses primarily on companies in the biotech and pharmaceutical sectors, where the scientific expertise of the owners can be fully leveraged.

Our aim is to assist the client in developing and maintaining a competitive business, investing in people and self-sustaining solutions. Our philosophy is to improve the client's business situation, offering commensurate value and building a powerful partnership, without regards to time-based fees.

Services

The list below indicates just a few examples of the services DVC Solutions provides to its clients.

Communication Programs

We assist the client in developing or optimizing their business communication skills, facilitating the transition from academia to the business world and enhancing the process of investor recruiting. This includes reviews, analysis and mentoring on commercial presentations, speeches, and internal communication channels.

Initial Business Development

We provide assistance on the development of the initial media platform, including press kits, press releases, investor reports, public presentations, online presence, and networking advice.

Market Analysis

We perform market research on a national and international scale; assist in the development of appropriate focus groups, surveys and opinion polls and determine the attractiveness of the market in relation to evolving opportunities and threats faced by the firm.

Strategy Development

We develop product-specific strategies based on the strengths and scope of the company, enabling the firm to prioritize resources to maximize their potential to achieve specific business goals.

Service Optimization

We suggest implementation of programs designed to enhance customer services and relationships, tapping into these avenues in order to achieve long-term success and to increase business value.



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The Founders

Dr. Pessah Yampolsky

Pessah Yampolsky is a co-founder and active contributor of DVC Solutions.

Pessah established himself as member of the scientific community after obtaining his Ph.D. in life sciences, and heading projects as a Postdoctoral Fellow at the Max Planck Institute for Medical Research in Heidelberg, Germany. His scientific publications include works in the fields of cardiology and neuroscience. He was valued by his superiors for his originality and analytical problem solving skills.

At the same time Pessah served for over eight years as a marketing consultant for a travel company in Berlin. He conducted in-depth market researches, developed business strategies, implemented marketing approaches and provided sustaining counseling for the company's management. He significantly contributed to the company's growth by creation of innovative marketing policies and procedures, and represented the company at business fairs and industry events. Recently he was assigned to lead an online marketing team.

Dr. Pier Giorgio Pacifici

Pier Giorgio Pacifici is a co-founder and developer of DVC Solutions.

Pier Giorgio obtained his M.Sc. in life sciences in Rome, Italy, and subsequently earned his Ph.D. in neurobiology from the University of Heidelberg, Germany. He worked in the Max Planck Institute for Medical Research as an early stage researcher and as a Postdoctoral Fellow focusing on the fields of neuroscience, molecular biology and pharmacology. He was commended for his creativity, problem-solving and project management skills by his superiors.

Pier Giorgio actively participated in the political life of the Max Planck Institute, serving as a liaison between management and scientists, organizing improvement courses with an emphasis on interpersonal communication, project management and strategy development, as well as co-organizing scientific conferences. He was frequently commended by all levels of management for his skills in fostering communication and teambuilding. As a skilled motivational speaker, he gave lectures to a variety of audiences, in particular at his alma mater in Italy.

Pier Giorgio's scientific publications include works in the field of neurobiology and he is also an accomplished author with two published books, one of which has earned the prestigious EPIC award in 2008.