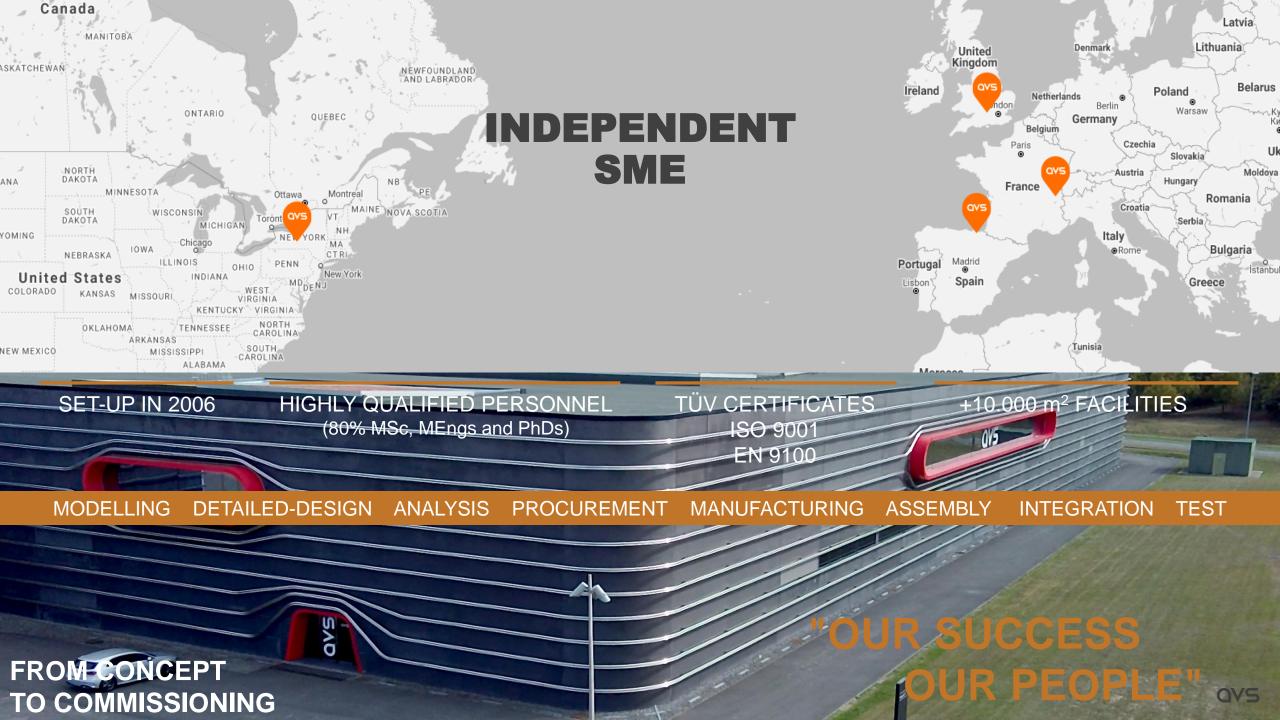
OVS

BOOSTING SCIENTIFIC KNOWLEDGE

MIGUEL ANGEL CARRERA







RESEARCH INFRASTRUCTURES

All SEGMENTS ARE DIFFERENT ALL RESEARCH INFRASTRUCTURES ARE DIFFERENT BETWEEN THEM

- MULTIPLE DIFFERENT CLIENTS WITHIN R I
- MULTIPLE STAKEHOLDERS
- DIFFERENT RULES
- UNDERSTAND TIMING



VALUE PROPOSITION

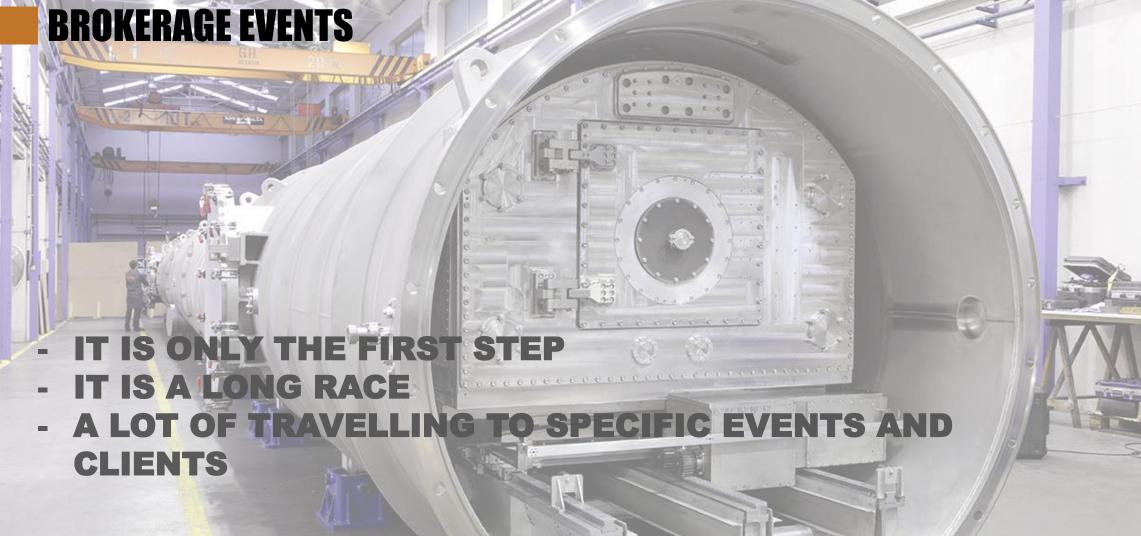
- LOWEST COMPLIANT OFFER HE-SOLDE SHORT DBDX Serial Number: P016.010.000 Manufacturing Year: 2014 Oxfore States Control Control

- BEST VALUE FOR MONEY - GEORETURN HE-ISOLDE SHORT DBOX Serial Number: P016.090.000 Manufacturing Year: 2014

COMPETITORS

KNOW YOUR COMPETITORS UNDERSTAND COMPETITION VISION

- UNDESTAND COMPETITORS VALUE PROPOSITION



PREPARATION

- RESEARCH AND DEVELOPMENT
- PEOPLE
- FACILITIES
- TECHNOLOGIES
- SIZE





- SHARE VISION WITH CLIENTS
 REGULAR UPDATES
- VISITING



THAT'S ALL FOLKS