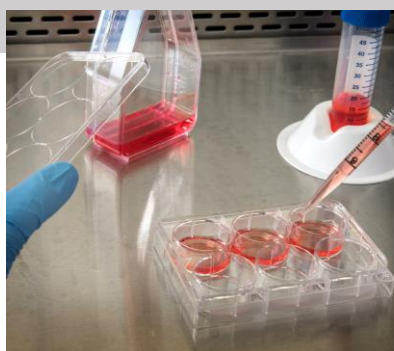
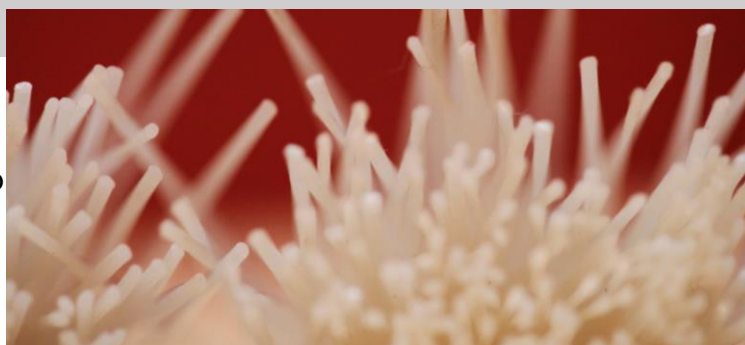


### Client overview

A materials supplier asked Strategic Allies Ltd (SAL) to landscape the medical nanofiber market. They were interested in the medical applications of synthetic nanofibers in medical devices, drug delivery and pharma manufacturing. The company also wanted to understand how nanofibers are being used as scaffolds in 3D cell culture in life sciences. The client asked SAL to explore the companies and organisations developing nanofiber technologies or nanofiber products for pharmaceutical and medical markets. SAL's client wanted to know which companies were leading the way in nanofiber manufacture and they were keen to understand the level of opportunity in the various nanofiber markets.



### The search

SAL identified companies in the medical nanofiber ecosystem by reviewing scientific literature, trade press articles and market reports. The identified companies included nanofiber-manufacturing equipment suppliers, CDMOs, OEMs and companies active in medical devices, drug delivery, vaccine development and 3D cell culture. The SAL team also interviewed industry experts and professionals to gather their views on opportunities in nanofiber markets. SAL provided the client with a report containing profiles of medical nanofiber companies. It contained an analysis of leading nanofiber manufacturing technologies and a section with example, commercial nanofiber medical devices including wound dressings and surgical implants, together with details of the companies developing those products. To help the client evaluate the opportunities in nanofibers, SAL provided information on company revenues and the investment needed to scale manufacturing and achieve GMP or ISO 13485 certification for pharma or medical device manufacture.

### Outcome

SAL's landscape had profiles of **21 companies active in medical nanofibers** and included information about their **nanofiber production technologies** and their **medical nanofiber products**.

Nanofiber products included **6 nanofiber wound dressings, 6 surgical implants and 5 companies selling 3D cell scaffolds**. SAL's conclusions laid out the opportunities and risks in the medical nanofiber market.

*"...we really appreciate progress on the report - it is very insightful and will be very helpful..... very good summary, lots to take in"*