Product Profile Template

Dr.D.David Winster Praveenraj,Mr. Raghu Yadaganti,Ms. Bushra Tasleem

Lean B2B Étienne Garbugli,2022-03-22 Get from Idea to Product/Market Fit in B2B. The world has changed. Nowadays, there are more companies building B2B products than there's ever been. Products are entering organizations top-down, middle-out, and bottom-up. Teams and managers control their budgets. Buyers have become savvier and more impatient. The case for the value of new innovations no longer needs to be made. Technology products get hired, and fired faster than ever before. The challenges have moved from building and validating products to gaining adoption in increasingly crowded and fragmented markets. This, requires a new playbook. The second edition of Lean B2B is the result of years of research into B2B entrepreneurship. It builds off the unique Lean B2B Methodology, which has already helped thousands of entrepreneurs and innovators around the world build successful businesses. In this new edition, you'll learn: - Why companies seek out new products, and why they agree to buy from unproven vendors like startups - How to find early adopters, establish your credibility, and convince business stakeholders to work with you - What type of opportunities can increase the likelihood of building a product that finds adoption in businesses - How to learn from stakeholders, identify a great opportunity, and create a compelling value proposition - How to get initial validation, create a minimum viable product, and iterate until you're able to find product/market fit This second edition of Lean B2B will show you how to build the products that businesses need, want, buy, and adopt.

Target product profile for a gambiense human African trypanosomiasis individual test to assess infection in low prevalence settings World Health Organization,2022-12-15 The WHO Department of Control of Neglected Tropical Diseases (NTD) manages a diverse portfolio of twenty diseases, each with its own unique challenges, including the diagnostic aspect. In order to identify and prioritize diagnostic needs, a WHO NTD Diagnostics Technical Advisory Group (DTAG) was formed, and a specific subgroup was created to advise on the human African trypanosomiasis (HAT) diagnostic innovation needs. The purpose of this TPP is to communicate the minimum and ideal characteristics desired to meet the need for a simpler and more performant test able to confirm an infection with Trypanosoma brucei gambiense, usable by non-specialised personnel in the context of disease elimination. The primary target audience is the potential developers of diagnostic tests and the potential donors that could provide funding for this tools that are considered priorities by the experts convened by WHO.

Target product profile for a test for rhodesiense human African trypanosomiasis diagnosis usable in peripheral health facilities ,2021-08-16

A Practical Guide to Drug Development in Academia Daria Mochly-Rosen,Kevin Grimes,2014-07-08 A lot of hard-won knowledge is laid out here in a brief but informative way. Every topic is well referenced, with citations from both the primary literature and relevant resources from the internet. Review from Nature Chemical Biology Written by the founders of the SPARK program at Stanford University, this book is a practical guide designed for professors, students and clinicians at academic research institutions who are interested in learning more about the drug development process and how to help their discoveries become the novel drugs of the future. Often many potentially transformative basic science discoveries are not pursued because they are deemed 'too early' to attract industry interest. There are simple, relatively cost-effective things that academic researchers can do to advance their findings to the point that they can be tested in the clinic or attract more industry interest. Each chapter broadly discusses an important topic in drug development, from preclinical work in assay design through clinical trial design, regulatory issues and marketing assessments. After the practical overview provided here, the reader is encouraged to consult more detailed texts on specific topics of interest. I would actually welcome it if this book's intended audience were broadened even more. Younger scientists starting out in the drug industry would benefit from reading it and getting some early exposure to parts of the process that they'll eventually have to understand. Journalists covering the industry (especially the small startup companies) will find this book a good reality check for many an over-hopeful press release. Even advanced investors who might want to know what really happens in the labs will find information here that might otherwise be difficult to track down in such a concentrated form.

Atkinson's Principles of Clinical Pharmacology Shiew-Mei Huang,Juan J.L. Lertora,Paolo Vicini,Arthur J. Atkinson Jr.,2021-10-16 **Selected for Doody's Core Titles® 2024 in Pharmacology**Atkinson's Principles of Clinical Pharmacology, Fourth Edition is the essential reference on the pharmacologic principles underlying the individualization of patient therapy and contemporary drug development. This well-regarded survey continues to focus on the basics of clinical pharmacology for the development, evaluation and clinical use of pharmaceutical products while also addressing the most recent advances in the field. Written by leading experts in academia, industry, clinical and regulatory settings, the fourth edition has been thoroughly updated to provide readers with an ideal reference on the wide range of important topics impacting clinical pharmacology. - Presents the essential knowledge for effective practice of clinical pharmacology - Includes a new chapter and extended discussion on the role of personalized and precision medicine in clinical pharmacology - Offers an extensive regulatory section that addresses US and international issues and guidelines - Provides extended coverage of earlier chapters on transporters, pharmacogenetics and biomarkers, along with further discussion on Phase 0 studies (microdosing) and PBPK

Medical Affairs Kirk V. Shepard,Charlotte Kremer,Garth Sundem,2024-01-30 Medical Affairs is one of the three

strategic pillars of the pharmaceutical and MedTech industries, but while clear career paths exist for Commercial and Research and Development, there is no formal training structure for Medical Affairs professionals. Medical and scientific expertise is a prerequisite for entry into the function, and many people transitioning into Medical Affairs have advanced degrees such as PhD, MD, or PharmD. However, these clinical/scientific experts may not be especially well-versed in aspects of industry such as the drug development lifecycle, crossfunctional collaborations within industry, and digital tools that are transforming the ways Medical Affairs generates and disseminates knowledge. This primer for aspiring and early-career Medical Affairs professionals equips readers with the baseline skills and understanding to excel across roles. Features: Defines the purpose and value of Medical Affairs and provides clear career paths for scientific experts seeking their place within the pharmaceutical and MedTech industries. Provides guidance and baseline competencies for roles within Medical Affairs including Medical Communications, Evidence Generation, Field Medical, Compliance, and many others. Specifies the true north of the Medical Affairs profession as ensuring patients receive maximum benefit from industry innovations including drugs, diagnostics and devices. Presents the purpose and specific roles of Medical Affairs roles across organization types including biotechs, small/medium/large pharma and device/diagnostic companies, taking into account adjustments in the practice of Medical Affairs to meet the needs of developing fields such as rare disease and gene therapy. Leverages the expertise of over 60 Medical Affairs leaders across companies, representing the first unified, global understanding of the Medical Affairs profession.

Principles of Biomedical Sciences and Industry Markus Hinder,Alexander Schuhmacher,Jörg Goldhahn,Dominik Hartl,2022-07-22 Principles of Biomedical Sciences and Industry Improve your product development skills to bring new ideas to biomedicine The development of innovative healthcare products, such as biodegradable implants, biopharmaceuticals, or companion diagnostics, requires a multi-disciplinary approach that incorporates scientific evidence with novel and innovative ideas to create new and improved products and treatments. Indeed, product development and the integration of science with commercial aspects have become key challenges for scientists working in the pharmaceutical, biotech, and medtech industries. Using a multi-pronged approach to development, Principles of Biomedical Sciences and Industry combines ideas and methodologies from four of the central areas of focus in the biomedical arena: pharmaceuticals, diagnostics, biomaterials, and medical devices. In doing so, the book covers the entire product lifecycle, from translating a scientific idea into a prototype to product development, launch, and management. Principles of Biomedical Sciences and Industry readers will also find: Several case studies from the most important product categories (pharmaceuticals, diagnostics, medical devices, combination products) Chapters dealing with toxicology and safety risks in development, as well as regulatory approval Key business aspects including how to secure funding, managing intellectual property, and price regulation in the market An ideal resource for teachers and students that conveys the information in an easily-digestible format Ideal for

advanced students and young professionals pursuing a career in the biomedical and healthcare industries, Principles of Biomedical Sciences and Industry is an essential reference for those in pharmaceutical industry, biotechnologists, medicinal chemists, bio-engineers, pharma engineers, and management consultants.

Professional Microsoft Search Thomas Rizzo,Richard Riley,Shane Young,2008-08-20 Written by three of the most recognized influencers in the Microsoft SharePoint community, this book sheds light on SharePoint Search in the enterprise and focuses solely on Microsoft Search technology. This book is intended for a range of folks from the IT administrator to the developer writing search applications. We span many topics in this book to try to cover the breadth of using, administering, and developing on the SharePoint Search technologies. The developer chapters will be important for the administrator to understand, since developers and administrators have to work together to make Search work. On the flip side, the administrator chapters will be important for developers to understand the architecture and administration of Search because, without this knowledge, writing to the APIs will be more difficult. Most readers will benefit from reading all the chapters in this book. This book covers the breadth of the SharePoint Search technologies from Search Server to Windows SharePoint Services to Office SharePoint Server. We also include information on the latest search technologies coming from Microsoft, including the new federation capabilities, filter pack, and the recently acquired FAST technologies. This book is structured in such a way that you can read it from end to end. The chapters are laid out in such a way that they build on each other, starting with an overview chapter and ending with an API chapter that shows you how to program against all the technology about which you just learned. If you are new to SharePoint, the first few chapters will be important for you to understand and digest before moving on, since the array of search technologies can be overwhelming for someone new to them. For experienced SharePoint readers, the overview chapters are a good refresher to skim through, but you probably can skip right to the detailed chapters, starting with Chapter 3, Planning and Deploying an Enterprise Search Solution. The topics covered include: Introduction to Enterprise Search. Overview of Microsoft Enterprise Search Products. Planning and Deploying an Enterprise Search Solution. Configuring and Administering Search. Searching LOB Systems with the BDC. User Profiles and People Search. Extending Search with Federation. Securing Your Search Results. Customizing the Search Experience. Understanding and Tuning Relevance. Building Applications with the Search API and Web Services. To get the most from this book, you will want a copy of Office SharePoint Server. Windows SharePoint Services or Search Server will work, but you will not have access to all the search capabilities we talk about in the book. One easy way to get an evaluation copy of SharePoint is to download the SharePoint virtual machine from MSDN. You can find a link to the virtual machine on the SharePoint home page at www.microsoft.com/office/sharepoint. This virtual machine, while large, is preconfigured for you so that you can start working with the SharePoint Search technologies without having to install all the software and configure it.

The Product Manager's Desk Reference 2E Steven Haines,2014-10-31 Whatever your business sells, product management is one of the most important functions in the organization's pursuit of profits. With everexpanding globalization and increasingly fierce competition, the stakes are higher than ever--and the room for error narrower than ever. Introducing a brand-new Product Management Life Cycle (PMLC) model, The Product Manager's Desk Reference, Second Edition, provides the knowledge, tools, and insight you need to establish yourself as a cutting-edge product manager who contributes measurably to your company's success. In this fully revised edition of the definitive product management guide, veteran product management thought leader and practitioner Steven Haines clearly illustrates the entire product life cycle, from beginning to end. The Product Manager's Desk Reference is packed with an array of best practices and helpful hints that are critical to the efficient management of products. Written for practitioners by a practitioner, The Product Manager's Desk Reference explains how to: Choose and justify which products to build Plan for their profitable creation and deployment Develop and launch them Manage them once they enter the market Gracefully retire them and replace them with new products Efficiently allocate investments across all of the products in an organization The Product Manager's Desk Reference embodies everything product management. It is a comprehensive, versatile, must-have resource for anyone who works in any company, in any industry, who seeks to successfully and profitably market and manage products and services. PRAISE FOR The Product Manager's Desk Reference: There are some books that are destined to become classics in their field. The Product Manager's Desk Reference by Steven Haines is one of those books. Anyone working not just in product management but also marketing and business development should take the time to read and absorb the comprehensive body of knowledge that Steven has organized around product management. -- AMANDA NOZ, Head of Positioning and Messaging, Alcatel-Lucent Steven has done an excellent job of bringing a standard definition of the roles and responsibilities of this 'accidental profession' to the industry, and has provided a path along with tools to improve your skills within the product management profession. -- BRIAN WEBER, Manager of Product Management, Thomson Reuters Steven Haines covers this multifaceted topic in a systematic manner that makes the book easy to navigate. His groundbreaking proposal that product management become a formal discipline is an accurate reflection of the acute need for these skills in the business community. -- DAN O'DAY, Senior Director, Product Management, Thomson Reuters From now on, this book will stand as an important reference point for all product management teams. -- MARK ELLIOTT, Vice President, Product Management, Smiths Detection The Product Manager's Desk Reference is a practical guide to the activities fi rms need to engage in to build the discipline of product management. When actively utilized, the Desk Reference promotes consistency and standardization of methodology, which in turn leads to repeatable process, good decision making, and positive outcomes. This is an incredibly valuable resource. -- DEBORAH LORENZEN, Chief Operating Officer, BNY Mellon University

Adaptive Innovation: An Entrepreneur's Guide To Technology Innovation Charles Cooney,Howard Califano,Virginia

Cha,Uday Deshpande,Krishna Kumar Nallur,2022-11-02 This book provides a framework for translating ideas from the academic laboratory to commercial ventures. The book is designed for academic researchers (advanced PhD students, post-doctoral fellows, university faculty and staff) who believe their research ideas could be the basis for a commercial venture. The book contains a complete program to create their entrepreneurial ecosystem by enabling scientist entrepreneurs to drive their discoveries to commercial impact. The authors from MIT and SMART have been working with academic researchers in Singapore for over ten years to help them de-risk an idea for an early-stage technology-based venture to prepare them to raise capital and initiate a NewCo. We developed a set of best practices during this work by teaching over 300 scientists, researchers, and postdocs in our Bootcamp for academic researchers and providing them with the tools to be scientist entrepreneurs. These teams have gone on to start over 44 companies. Through our real-time experience in working with academic researchers, supplemented with our personal experience in technology start-ups, we developed the Adaptive Innovation™ Framework. It is a must-read for any researcher, scientist, or engineer in the deep-tech area who wants to drive their discovery to commercial success and achieve societal impact.

ENGLISH FOR PHYSIOTHERAPY TIM LC UMM,2014-03-25 English for PHYSIOTHERAPY is written to fulfill students' needs to learn English for Specific Purposes. This book is designed to provide an opportunity for the students to develop their English skills more communicatively and meaningfully. It consists of twenty eight units. Each unit presents reading, writing, and speaking section. Reading section consists of pre-reading, reading comprehension, and vocabulary exercises related to the topic of the text. In writing section, some structure and sentence patterns are completed with guided writing exercises. Meanwhile, in speaking section students are provided with models and examples followed by practical activities which are presented in various ways. The materials have been arranged and graded in accordance with their language levels. Above all, to improve the quality of this textbook, criticisms and suggestions for better editions are highly appreciated.

Xcode Tools Sensei Mark Szymczyk,2011-11-23 Xcode Tools Sensei is a book about Apple's developer tools that are used to create Mac and iOS applications. This book doesn't stop with Xcode and Interface Builder. Xcode Tools Sensei covers a dozen developer tools, both graphical and command-line tools. You will learn how to profile your code and check for memory leaks with Instruments, write shaders with OpenGL Shader Builder, and uncover performance problems with OpenGL ES Performance Detective. If you want to spend more time creating, testing, and profiling your applications and less time wading through Apple's documentation, get a copy of Xcode Tools Sensei. This edition has been updated for Xcode 4.5 and iOS 6. Some of the new material in this edition includes auto layout for iOS applications, cherry picking commits, and creating base localizations to simplify application localization.

Managing Information Technology in a Global Economy Information Resources Management Association. International Conference,2001 Today, opportunities and challenges of available technology can be utilized as strategic and

tactical resources for your organization. Conversely, failure to be current on the latest trends and issues of IT can lead to ineffective and inefficient management of IT resources. Managing Information Technology in a Global Economy is a valuable collection of papers that presents IT management perspectives from professionals around the world. The papers introduce new ideas, refine old ones and possess interesting scenarios to help the reader develop company-sensitive management strategies.

MARKETING MANAGEMENT Dr.D.David Winster Praveenraj,Mr. Raghu Yadaganti,Ms. Bushra Tasleem,

Blockchain for Real World Applications Rishabh Garg,2023-02-14 Blockchain for Real World Applications A comprehensive examination of blockchain architecture and its key characteristics Blockchain architecture is a way of recording data such that it cannot be altered or falsified. Data is recorded in a kind of digital ledger called a blockchain, copies of which are distributed and stored across a network of participating computer systems. With the advent of cryptocurrencies and NFTs, which are entirely predicated on blockchain technology, and the integration of blockchain architecture into online and high-security networked spaces more broadly, there has never been a greater need for software, network, and financial professionals to be familiar with this technology. Blockchain for Real World Applications provides a practical discussion of this subject and the key characteristics of blockchain architecture. It describes how blockchain technology gains its essential irreversibility and persistency and discusses how this technology can be applied to the information and security needs of different kinds of businesses. It offers a comprehensive overview of the ever-growing blockchain ecosystem and its burgeoning role in a connected world. Blockchain for Real World Applications readers will also find: Treatment of real-world applications such as ID management, encryption, network security, and more Discussion of the UID (Unique Identifier) and its benefits and drawbacks Detailed analysis of privacy issues such as unauthorized access and their possible blockchain-based solutions Blockchain for Real World Applications is a must for professionals in high-security industries, as well as for researchers in blockchain technologies and related areas.

Tools For Chemical Product Design Mariano Martín Martín,Mario R. Eden,Nishanth G. Chemmangattuvalappil,2016-09-19 Tools for Chemical Product Design: From Consumer Products to Biomedicine describes the challenges involved in systematic product design across a variety of industries and provides a comprehensive overview of mathematical tools aimed at the design of chemical products, from molecular design to customer products. Chemical product design has become increasingly important over the past decade and includes a wide range of sectors including gasoline additives and blends in the petroleum industry, active ingredients and excipients in the pharmaceutical industry, and a variety of consumer products and specialty chemicals. Traditionally, such products have been designed through trial and error methods, which not only are time-consuming, but more importantly only provide limited knowledge that can be translated into next generation products. - Features an impressive collection of contributions from leading researchers in the

field - Presents the latest tools available across a variety of industries - Describes the challenges involved in systematic product design as well as the latest methods for solving such problems - Covers a wide range of sectors including gasoline additives and blends in the petroleum industry, active ingredients and excipients in the pharmaceutical industry, and a variety of consumer products and specialty chemicals

Exploring the Convergence of Big Data and the Internet of Things Prasad, A.V. Krishna,2017-08-11 The growth of Internet use and technologies has increased exponentially within the business sector. When utilized properly, these applications can enhance business functions and make them easier to perform. Exploring the Convergence of Big Data and the Internet of Things is a pivotal reference source featuring the latest empirical research on the business use of computing devices to send and receive data in conjunction with analytic applications to reduce maintenance costs, avoid equipment failures, and improve business operations. Including research on a broad range of topics such as supply chain, aquaculture, and speech recognition systems, this book is ideally designed for researchers, academicians, and practitioners seeking current research on various technology uses in business.

Leading Pharmaceutical Innovation Oliver Gassmann,Alexander Schuhmacher,Max von Zedtwitz,Gerrit Reepmeyer,2018-05-10 Pharmaceutical giants have been doubling their investments in drug development, only to see new drug approvals to remain constant for the past decade. This book investigates and highlights a set of proactive strategies, aimed at generating sustainable competitive advantage for its protagonists based on value-generating business practices. We focus on three sources of pharmaceutical innovation: new management methods in the drug development pipeline, new technologies as enablers for cutting-edge R&D, and new forms of internationalisation, such as outside-in innovation in the early phases of R&D.

Commerce Business Daily ,2000-06

Creating iOS 5 Apps Richard Warren,2011-12-13 With more than 250 million iOS devices sold Apple's booming mobile platform provides a large and rapidly growing app market for developers, and with the release of the iOS 5 SDK, Apple has provided their richest, most exciting set of development tools yet. In this book, iOS programming expert Richard Warren shows you how to use these powerful tools to begin writing the next generation of iOS apps. Richard provides a complete introduction to iPhone and iPad development, emphasizing the newest technologies and best practices for iOS 5. After a tour of the inner workings of an iOS project and an invaluable examination of Objective-C, you will hone your app-developing skills by developing a complete, full-featured application. You start by building the app's user interface. This will cover everything from linking View Controllers in the Storyboard to drawing custom views. Next, you will use iCloud storage and Core data to manage your app's data model, synchronizing your data across multiple devices. Then you tackle more advanced topics, including Core Animation, Core Motion, Core Location and Core Image. Finally, Richard shows you how to test, polish and

prepare your apps for submission to the iTunes App Store. This book includes: Detailed instruction, ample illustrations, and clear examples Real-world guidance and advice Insight into best practices from an iOS programming expert A solid introduction to the Objective-C language and important Cocoa design patterns Information on key iOS 5 technologies, including Automatic Reference Counting, Storyboards, iCloud storage, Container View Controllers, Custom Control Appearances, Core Image, and integrated Twitter support.

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