

Frequently Asked Questions Find your solution - intro

How do we...?

When a conversation with a client starts with the question “how do we...?” and “how can we...?” and “we need help with.....” We know that a solution will be required.

We always find it valuable to offer a free initial consultation to explore the challenges facing a client. Quite often the client journey starts with one item and over time develops into more as solutions do not always happen at once.



Most solutions we present lead to IPG implementing a proposal.

We find it satisfying when we see the client much happier when their challenges meet solutions, and the outcome is reached. That said, some challenges take from a few months to years depending on the nature of what is required. If you take a look at The Pharma Journey page, you will see some case studies of real client journeys. We regularly introduce more of our client journey stories so keep an eye out for one that may inspire you.



The choice is always yours.

Although IPG will have provided a client with set of solutions this does not mean clients need to stay with IPG for years and years. Some do and their needs change, some thank us and move on managing the solution internally and some reduce their dependency. The choice is always yours.



Nothing we do is theory.

We follow our own advice as we have our own products to manage and sell into the market. IPG has to comply with the UK/EU Pharmaceutical Laws and Regulations for our own products, so yours are managed the same way.

To learn more visit our [About Us](#) page.

Frequently Asked Questions

Below we have shared a selection of the many different types of the questions and queries we have received in the recent past.

What do we mean by service solutions and how we help you with a specific issue or a challenge that is new? Many of the questions that we receive start like this...

We have just acquired a company and...we need to.....we want to....

- We have discovered that they have just failed a regulator inspection...
- The IAG has shut down our factory...
- We need to rationalize the license base and get rid of some licenses...
- We have little understanding of the industry...
- We have found that there are many products stuck that cannot be launched...
- We have found that the dossiers are not owned by us and we are being threatened...
- We need to do some more in-depth due diligence...
- We want to expand out of our current country, region, continent...

We need to sell some of the licenses, can you help?

- Value the portfolio...
- Undertake a gap analysis...
- We have developed all these dossiers and want to find partners to sell them...

We are an investment group/banking group/portfolio group/investor, and we wish to...

- Expand by acquisition and need some assessments undertaken...
- Fund healthcare tenders in developing nations and need to source products...
- Expand into pharma and need expert advice/interim staff...

We have certain levels of investment, an approved business plan and a sound marketing plan, how do we...

- Take the theory into reality, how do we do it, what is needed?
- Need the products and somewhere to make them...
- Commercialise and supply our products in Europe, what's needed?

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We have our product in some markets, can you help get them into more?

- We have developed a product with special patented characteristics and are seeking partners to take the product to market, how can you help with this?
- We are a pharmacy group and want to own products, make them and supply, how do we do this?
- We are building a new manufacturing facility and need products to get GMP approval of the plant, can you help?
- We are a specials company and want to move more into licensed products, can you help?
- We have developed a new product in our current facility, but it's not EU/US approved, how can we manage this?
- We want to start selling our products in Europe, we have been successful in our region.
- How do we move our products to meet large tenders we have won in Africa?
- We have issues with our API supplier and cannot find another one, how can you help.
- We have bought company out of liquidation and we are being sued by the IP owners of the dossiers, help!