

BIOPESTICIDES BUSINESS PLAN

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STRATEGIES TO GROW YOUR BUSINESS

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In this case study, a seed breeding and development company which had been researching biopesticides engaged CPL Business Consultants to formulate a business plan for a new seed treatment.

The company had isolated and developed fungicide-resistant microbial biopesticides for seed treatments and required a go-to-market strategy. CPL's comprehensive report provided the information and insight needed, along with a clear and actionable plan for commercialisation. The objective of this project was to provide the client with an overview of the agrochemicals business and the biopesticides business in order to assist in determining its plans for its microbial product(s).

Click here for a PDF of [the contents of the study](#), or otherwise, look below for an outline.

BIOPESTICIDES BUSINESS PLAN

Executive Summary

- Objective
- Method
- Principal Findings
- Conclusions
- Recommendations

Biopesticides 'Offer'

- The Project
- The Product, State of the Art
- The Market
- The Potential
- Outcome

Specific Questions Answered

- Registration – How Much Time and Cost – EU and/or US
- What Constitutes a Product?
- What Are the Key Success Factors
 - Corporate Factors
 - Technical Factors
 - Registration Aspects
 - Marketing and Sales Aspects
- Barriers To Entry
- Pitfalls – What, Which, When?
- An Overview of Market and Products Including the Overall Scope of the Market

Biopesticides Registration

- The Need for Registration
 - Registration Requirements
- Registration Costs
- Total Toxicology
- Ecological/Environmental Tests
- Company Views on Registration Costs
 - Companies Interviewed
- Historic Introduction To Registration
- Product Registration & Approval
- Harmonisation of Pesticide Regulations

Registration in the United States

- Current Administration Within the Epa
- Legislative Background
- Procedures – Part 152
- Fees and Decisions Times
- Labelling
- Microbial Pesticides Data Requirements – Part 158.740
- Guidelines for a Microbial Pesticide Registration
- Microbial Pest Control Agents
 - Product Identity (Oppts 885.1100)
- Safety Testing – Timing
- Tier-Testing Guidelines
- General Recommendations on Required Tests
- Ecological/Environmental Tests
- Key Points to Remember
- Experimental Use Permits – Part 172
- Conditional Registration
- Tolerances and Exemptions from Tolerances – Part 180
- How to Get Registration in the US

Registration in the European Union

- Introduction
- Registration of Plant Protection Products
- Summary of EU Regulations for Biopesticide Regulation
- Summary Procedure for Biopesticide Registration in Europe
- United Kingdom
 - Contacts
 - Legislation
 - Approvals
 - Data
 - Codes of Practice
 - Fees
- Other Countries e.g.
 - France
 - Germany
 - Italy
 - Netherlands
 - Spain

Biopesticides Business Plan

- Executive Summary
- Business Concept
- Marketing Plan
- Communication Strategy
- Development
- Project Description
- Production
- Project Description
- Technical Development
- Expected Results
- Registration
- Implementation Plan
- Economy
- Analysis of Risks

10 Tables

CPL Business Consultants has completed numerous [studies on biopesticides](#) and also [published market reports](#) on this topic. For further information about [CPL Business Consultants](#), please look at our [PowerPoint Introduction](#) and [Brochure](#) describing deliverables, differentiators and case studies. You can also review [eight case studies](#).