Diamond BioPharm Limited
REGULATORY CONSULTANTS

No.4 East Wing
Gemini House
Flex Meadow
Harlow, Essex CM19 5TJ

t +44 (0)1279 441616
f +44 (0)1279 418964
e info@diamondpharmaservices.com
www.diamondpharmaservices.com

Testimonial for Tina Dulieu for support on the Growth Accelerator programme

I was introduced to Tina, and hence the Growth Accelerator programme, by our company legal firm. Growth Accelerator must be the one of the best kept secrets – well, possibly only to me. Tina initially helped to get us aligned with the funding and the concepts of the programme. With this in place we started out on our 6 month journey with many aims in mind. As we work as several separate companies under one 'brand' one aim was to get the folks from Diamond BioPharm Limited (the Regulatory Affairs company) and Diamond PV Services Limited (the Pharmacovigilance company) to talk and work closer together in regard to growth aspects, business development strategies and company aspirations. After the usual initial hesitant start, but with some fun in constructing and interpreting our DISC profiles, with Tina's help and encouragement the group started to formulate our business plans and growth strategies together.

We now have our growth orbit chart which made us all dig deep to consider what we really wanted to achieve over the next 3 years. It has interestingly set up some competition or rivalry between BioPharm and PV to see who can achieve the higher turnover; so much so, the turnover of both companies far exceeded our expectations. Tina has told me it is the 'Tina fairy dust' that causes these incredible upturns. Maybe so, maybe not – but I believe that Tina spurred us on over the past few months to action some tasks that we probably would have only talked about previously and not actually carried out, for example, PV have rolled out training Master Classes, and Regulatory will follow in the new year.

One thing that I must mention, that stands out above all else at the moment. I would not suggest that Tina uses tough tactics, but she 'gently recommended' that we should try and aim for some business awards. Fearful of the retribution from Tina if we did not, on 7th November one of our ladies was nominated for the Harlow Star Apprentice of the Year Award. Additionally, Diamond BioPharm Limited has been nominated for a professional innovation award on 27th November, for assisting a pharmaceutical company to gain a licence for the first ever gene therapy medicinal product in Europe.
The above makes it sound as if it is all rosy in the Diamond garden. It is not; we do not live in that perfect world. We lost our Business Development Director in September 2013, which has left us feeling a little vulnerable. However, we now have our Marketing Plan that Tina beat us into submission to draw up and this is a firm item on our Business Development meeting agendas.

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Finally, the companies are buzzing at the moment. We started a journey a together and now we are continuing with a renewed vigour and excitement. The above is just a highlight of what we have achieved with Tina's input; there are many more initiatives that we are working on but I feel I must stop now with the testimonial. But…..we will not stop working with Tina. Personally, I sit with Tina over couple of months for my Executive Coaching which focuses me back to the business role rather than my day to day scientific role and we have signed up for 8 training modules which will be executed over several months through Tina's company – Coaching Dynamics.

Very many thanks Tina for your support, not just as part of the above activities but on the day to day communications and continued assistance that you provide.

Maureen Graham PhD, BSc(Hons) Dip Reg Affairs, MRPharmS FTOPRA
Managing Director, Diamond BioPharm Limited