



LifeBee | Digitalizing Life Sciences is a Business and Digital Consulting firm supporting Life Science companies on their path towards digitalization, operational excellence and compliance with Customised Advisory and Digital Solutions.

LifeBee provides in-depth knowledge and competence in the Life Sciences **Industry**, for **Consulting and Digitalization** with focused expertise on topics and trends of the Life Science evolving new world.

LifeBee studies, designs and implements operational strategies, business processes, and digital systems, to support the Life Science Company in the innovative, robust, compliant and sustainable realization of its business model.

The **focus** is on **GxP regulated areas** such as Manufacturing, Quality Assurance, Laboratories, Logistics, Serialization, Regulatory Affairs and Pharmacovigilance of Biopharmaceutical Companies, Medical Devices and Nutraceuticals.

In **Consulting**, LifeBee operates by means of process review interventions in the goal of Process Optimization, Digital Innovation, GxP Compliance and Data Integrity and Pharma 4.0 Strategic Plans.

In **Digitalization**, LifeBee provides projects and solutions: Feasibility and Selection, Project Management and the realization and support of Digital Solutions based on market-leading software products for:

- **Operations:** Manufacturing Execution, Electronic Batch Recording, Automation Integration; Visual & Plant Intelligence; Serialization and Track & Trace; Warehouse and Material Handling; Quality Assurance; Documentation Management; Laboratories, Stability, Environmental Monitoring; GxP migrations; Analytics.

- **Research and Development:** Project & Portfolio; Documentation Management; Laboratories; Regulatory; GxP Migration; Pharmacovigilance, PSMF; eTMF; XEVMPD / IDMP; Analytics.

The cornerstone of LifeBee services is the support and promotion of innovation as a strategy to reach operational excellence a proactive compliance.

Founder and CEO of the company is **Teresa Minero**, with more than 30 years of experience in managing international Consulting and Digital Innovation Projects for Production, Logistics, Quality, Regulatory and R&D, and in managing Startups and Business Divisions for international Consulting Groups. More than 25 years have been spent within Life Sciences.

In ISPE (the world's largest not-for-profit association dedicated to Life Science Industries) she is currently part of the International Board of Directors, the European Leadership Team, and the Steering Committee Pharma 4.0™ Global Special Interest Group.

She has been Lecturer and Chairman at many Conferences and author of several articles on Digitalizing Life Sciences and Pharma 4.0™.

LifeBee, constantly growing since 2004

With **18 years** of operation, headquarter in **Italy** and a branch in **Switzerland**, LifeBee is staffed with over **50 professionals**, with **700+** successful **projects** completed with more than **70** Italian and international **clients**, exclusively within the Life Sciences.

LifeBee is the partner of prominent global Digital Solution players in the Life Science industry.

LifeBee's annual turnover has been constantly increasing in the last years, with about 7.6 million euro in 2020 and a **5-Y-CAGR** of **20%**.

An awarded company

Over the years, LifeBee has been awarded for the value of its work and the uniqueness of its Proposition; only recently it has received recognition as "Top Laboratory Automation Solution Provider in Europe for 2021" recognised by Pharma Tech Outlook, And Teresa Minero has been awarded as one of the TOP 25 Healthcare Technology CEOs for Europe in 2021, by The Healthcare Technology Report. Finally, the award us "Most Innovative Digital Solutions Providers for Life Sciences 2021" recognised by AI acquisition international

LifeBee is the only Italian consulting firm mentioned consecutively in 2018 and 2019 by **Gartner** as a "**Representative Vendor for Service and Integration – Serialization**".

Quotes from our Clients

"We have been working with LifeBee for the last several years and we consider LifeBee as a competent and totally reliable partner. We engaged them in both feasibility studies and digital projects, such as the delivery of the Project Management solution for several company areas, the system implementation for production operational management and performance measurement, the advisory to GxP validation activities, the company serialization project. In every activity carried out together, LifeBee has demonstrated competence, organizational ability, precision in documentation, continuity and presence also in the post-project support."

Global Demand Manager – Multinational Chemical & Pharmaceutical Group

"LifeBee has demonstrated expertise, methodology and proactivity in their collaboration with us in areas such as paperless, documentation, laboratory, pharmacovigilance, quality assurance and maintenance management. This is why we consider LifeBee as a reliable partner for our Group for consulting studies, project management and delivery of digital solutions in our operational areas."

CIO – Multinational Chemical & Pharmaceutical Group

"LifeBee's competencies are the most valuable when it comes to envision an effective approach to support regulated processes with proper technology. Their experience is solid in regulatory, pharmacovigilance, manufacturing, and specific sub-areas like laboratory and serialization. Their knowledge of the solutions and their experience in the implementation paths drives digital projects to be successful and cost efficient. Furthermore, they deliver valuable support to the implementation activities, and help the organization across the change management process."

CIO – Multinational Chemical & Pharmaceutical Group

"Our collaboration with LifeBee is a long lasting one. Our relationship has always been characterized by highest professionalism and honesty. LifeBee has covered the role of the Consultant and System Integrator for our MES (Manufacturing Execution System) Solution. In all the project phases we have always counted on LifeBee's reliability and competence."

Plant IT Manager – Multinational Chemical & Pharmaceutical Group

"Through the years, LifeBee Team has been working for us in preliminary and feasibility studies and projects, proving their competence and totally reliability in conceptual studies as well as in digital delivery projects, mainly in the area of Labs, Quality Assurance and Serialization. Each activity has been addressed with competence, organisational capabilities, accuracy and continuity."

Head of Information Technology – Nutraceutical & Pharma Multinational Group

"Thanks to collaboration with LifeBee, our Pharma & Cosmetics Division could acquire an effective methodology in the analysis of laboratory operational processes. This is increasing our awareness on potential areas of improvement in both efficiency and compliance towards aspects as data security and data integrity."

Operations Manager – Pharma & Cosmetics & Medical Device Multinational Group

"I am really impressed with LifeBee services and support. Greetings to LifeBee Consultants for excellent support at the right time; it was amazing to work with a team of erudite and knowledgeable serialization consultants."

Project Manager – Multinational Pharmaceutical company

"We have been working with LifeBee for many years on different projects. We have been able to appreciate the competence and the independence of judgment of LifeBee together with the high quality standard of LifeBee services."

Managing Director – Multinational Chemical/Pharmaceutical Group

"We have been working in the last years with LifeBee in Pharmacovigilance and Quality Management area. In its activity, LifeBee has always proved its competence, reliability and capability of prompt response to possible emergencies."

CIO – Multinational Medical Device Company



TERESA MINERO

LifeBee Founder & CEO
International Board of Directors, Foundation Board of Directors,
Steering Committee Pharma 4.0 | ISPE
t.minero@lifebee.it
[LinkedIn](#)



ELVIS GRAFFEO

LifeBee Partner
Production & Logistics BU Lead
e.graffeo@lifebee.it
[LinkedIn](#)



MARCO TORCIANI

LifeBee Partner
Quality, Regulatory & Pharmacovigilance BU Lead
m.torciani@lifebee.it
[LinkedIn](#)



RAFFAELLA VAIANI

LifeBee Partner
Laboratory BU Lead
r.vaiani@lifebee.it
[LinkedIn](#)