



LifeBee | *Digitalizing Life Sciences*

is a Business and Digital Consulting boutique firm supporting Life Science companies on their path towards **Digitalization, Operational Excellence and **Compliance** with Customized Advisory and innovative 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 in the new and evolving world of Life Science.

LifeBee studies, designs and implements operational strategies, business processes, and digital systems, to support the Life Science Companies in the innovative, robust, compliant and sustainable realization of their 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 through process review interventions to achieve Process Optimization, Digital Innovation, GxP Compliance, Data Integrity and Pharma 4.0 Strategic Plans.

In **Digitalization**, LifeBee provides projects and solutions: Feasibility and Vendor 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; Document Management; Laboratories, Stability, Environmental Monitoring; GxP migrations; Analytics.
- **Research and Development:** Project & Portfolio; Document 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.

Key figures

With **18 years** of operation, a headquarter in Italy and one branch in Switzerland, LifeBee employs about **60 professionals**, with **1.000+ successful projects** and **70+ local and international clients**, exclusively within the Life Sciences.

LifeBee's annual turnover has been constantly increasing in the last years, reaching about **8.6 M€** and **19% of 5Y CAGR** in 2021.

An awarded company

Over the years, LifeBee has been awarded for the value of its contribution and the uniqueness of its value proposition.

LifeBee is proud to have been mentioned consecutively in 2018 and 2019 by **Gartner as a Representative Vendor for Serialization**, and in 2022, as **GxP Services**.

It has also recently received the recognition as **2021 Top Laboratory Automation Solution Provider** in Europe by Pharma Tech Outlook and the **2021 Most Innovative Digital Solutions Providers for Life Sciences** by AI acquisition international.

Teresa Minero has been awarded as one of the **TOP 25 Healthcare Technology CEOs** for Europe in 2021, by The Healthcare Technology Report.

Our Values

Our logo is a **bee**: vital, active, dynamic, diligent, hardworking. With relentless industriousness, we strive daily to guide our whole ecosystem – Customers, Business Partners and Employees - in the journey toward the creation of value.

Integration, Integrity, Insight and **Invention** are four core values driving us on our path towards a healthy and balanced company growth.

The commitment towards social responsibility

Our project "**LifeBee For Life**" represents the company commitment in supporting **social, green** and **cultural** not-for-profit associations: Save The Children, helping children in disadvantaged areas, Treedom, with the mission to help global reforestation and FAI, to preserve Italian cultural and landscape heritage.



LifeBee Partners

In 2004 a group of Life Science and Digitalization experts decided to share their hard work and passion to create a “company that was missing”, as declared by their first customer.

Our founding Partners represent a solid team that is still driving LifeBee today.



TERESA MINERO

LifeBee | Founder & CEO
ISPE | International Board of Directors,
Foundation Board of Directors,
Pharma 4.0™ Steering Committee

t.minero@lifebee.it

[LinkedIn](#)



ELVIS GRAFFEO

LifeBee | Partner, Industrial Operations Director

e.graffeo@lifebee.it

[LinkedIn](#)



RAFFAELLA VAIANI

LifeBee | Partner, Labs & Consulting&Compliance Director
ISPE | Italian Affiliate Board Member

r.vaiani@lifebee.it

[LinkedIn](#)



MARCO TORCIANI

LifeBee | Partner, Quality & Regulatory Director

m.torciani@lifebee.it

[LinkedIn](#)

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 Project Management solution for several company areas, system implementation for production operational management and performance measurement, advisory services on GxP validation activities and 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. They have a solid experience in regulatory, pharmacovigilance, manufacturing, and specific sub-areas like laboratory and serialization. Their knowledge of the solutions and their experience in implementation paths drives digital projects to be successful and cost efficient. Furthermore, they deliver valuable support to 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 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, organizational 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 of potential areas for improvement in both efficiency and compliance towards aspects such 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

