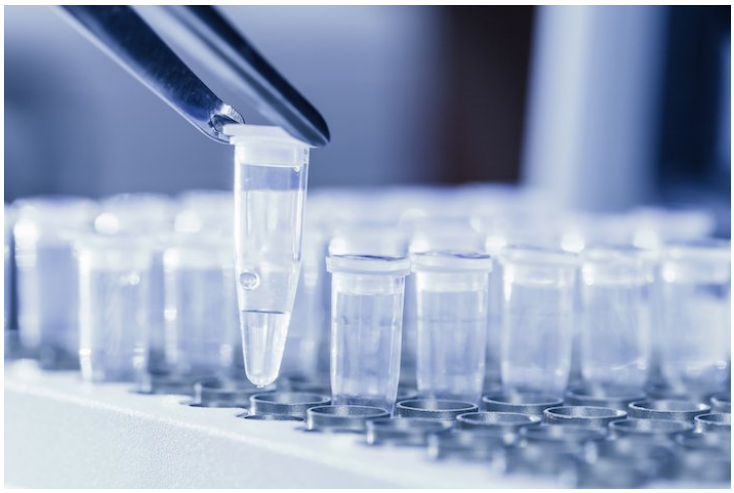
BioSpectrum
the business of Bio & Health Sciences
ASIA EDITION

Aptamer brings Optimer binders-based technology for Japanese scientists

September 28, 2021 | News

Aptamer Group and BizCom announce collaboration for Optimer distribution and marketing services in Japan



UK-based Aptamer Group and BizCom Japan, Inc., a Japan-based trading and consultancy company, have entered into a distribution and marketing agreement.

This agreement gives BizCom non-exclusive rights to market and sell Optimer discovery and development services in Japan.

The Optimer platform consists of three integrated discovery processes that together increase the potential target range of Optimer binders. These nucleic acid-based affinity ligands deliver a range of advantages to scientists, including faster discovery, increased batch consistency and increased stability, removing the need for freezers and providing a longer shelf life than protein-based alternatives.

BizCom will use its extensive experience, and sales and marketing expertise, in Japan's life sciences space to market Aptamer Group's services in the region.

Dr Arron Tolley, CEO of Aptamer Group said: "We are delighted to establish a clear route to market for Optimer discovery services in Japan, one of the largest pharma and medtech markets. This is an important market for Aptamer Group; BizCom Japan is an excellent partner and is associated with well-known, established suppliers. It has an excellent reputation for customer support and a wide network throughout Japan."