



BCS Consulting

REPORT

**MARKET AND COMPETITOR ANALYSIS FOR
HIGH PURITY ORGANIC SOLVENTS IN
SINGAPORE R&D INSTITUTIONS**

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DESIGNATION to receive the PDF of the full report.**

Executive Summary

This report provides an analysis and evaluation of the current market for high purity organic solvents in Singapore R&D landscape and lists important issues of consideration for a new supplier. Areas such as market structure, potential customers, current competitors, procedures for tenders and procurements, regulation and licensing, and recommendations for marketing strategies will be discussed.

The analysis of the Singapore's market structure suggests that there is a high demand for high purity organic solvents, with government agencies, universities and major local research institutes as major consumers. Many of these entities centralize their orders through established online procurement systems accessible to new suppliers. Their bulk contracts for organic solvents represent important opportunities for new suppliers in this field. Notably, early-stage biotech and chemical companies represent another attractive area for potential quick market acquisition. By comparison, there is a significant higher barrier for entry with established biopharmaceutical companies.

Comparative analysis of the competitor landscape in Singapore shows that both local distributors as well as global suppliers with direct sales capabilities have a significant presence in the organic solvent industry. Each vendor possesses a unique combination of business and pricing strategies. In addition, the report summarizes procurement procedures of potential target customers, and the key licenses and approvals required by Singapore's regulatory authorities for organic solvent suppliers.

Overall, the consulting team advises a positive outlook in the organic solvent market for Singapore due to expanding R&D operations and a robust and steady increase in research funding. Based on the findings in this report and EAM's strengths, we provide a list of recommended strategies that could potentially facilitate EAM's entry into Singapore market.

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