

A Dutch SaaS company in Life Sciences seeks a Japanese consultant to expand into the Japanese market.

Summary

Profile type	Company's country	POD reference
Business request	Netherlands	BRNL20251007016
Profile status	Type of partnership	Targeted countries
PUBLISHED	Commercial agreement	• Japan
Contact Person	Term of validity	Last update
Noriko MITA	7 Oct 2025 7 Oct 2026	7 Oct 2025

General Information

Short summary

A Dutch SaaS company specializing in data analysis software for the Life Sciences, supporting drug discovery and development, is seeking a Japanese consultant to help with introductions, ad hoc support during calls, and joining conferences to expand in the Japanese market. A commercial agreement is foreseen

Full description

ENPICOM is a Dutch bioinformatics and software company specializing in AI-powered solutions for early antibody and biologics research. The company provides a software platform and analysis services that enable pharmaceutical and biotechnology companies to accelerate drug discovery, engineering, and preclinical development. Their platform integrates sequencing data, automates analysis workflows, and applies artificial intelligence to help R&D teams identify and optimize promising drug candidates.

Pharmaceutical and biotech companies worldwide face increasing pressure to deliver more effective therapies while leveraging rapidly growing volumes of data. A key challenge is turning artificial intelligence into practical value. ENPICOM's platform uniquely addresses this by making AI models accessible and actionable for scientists, ensuring that advanced methods are applied in day-to-day decision-making. This approach allows the company's customers to shorten timelines, improve candidate selection, and maximize the return on their investments in AI.

Their solution is designed for R&D departments working on antibody discovery, engineering, and preclinical development. It provides:

- A scalable data foundation for fast and efficient processing of large datasets.
- A user-friendly interface bridging the work of lab scientists, data scientists, and ML engineers.
- A proven track record with leading pharmaceutical and biotech companies in Europe and the US.
- An IT framework for machine learning operations that makes AI adoption straightforward and reliable.

The company delivers a platform and services directly to pharmaceutical and biotech companies through a B2B model, including direct sales, consultancy, and partnerships. Delivery is digital, through secure cloud deployment and professional services.

To expand into Japan, ENPICOM is seeking cooperation with a consultant who can support their market entry. Specifically, they are looking for a partner who can:

- Facilitate introductions to relevant pharmaceutical and biotech companies.
- Provide ad hoc support, including participation in calls and ongoing communication with local stakeholders.
- Join them at industry conferences to strengthen our presence and build relationships.

They selected this cooperation type to ensure a strong, trusted local presence when engaging with Japanese companies. The desired outcome is to establish long-term partnerships with R&D teams in Japan, supporting them in adopting AI-powered solutions for drug discovery and development.

A commercial agreement is foreseen.

Advantages and innovations

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Technical specification or expertise sought

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Stage of development

Already on the market

Sustainable Development goals

• Goal 3: Good Health and Well-being

IPR Status

Secret know-how

IPR Notes

Partner Sought

Expected role of the partner

The partner is expected to act as a local consultant supporting ENPICOM's market entry in Japan. Their role includes facilitating introductions to pharmaceutical and biotech companies, providing ad hoc support during calls and meetings, and advising on cultural and business practices. The partner should preferably accompany ENPICOM at industry conferences in Japan to strengthen visibility, assist in networking, and ensure effective follow-up with potential clients. The ideal partner combines strong local networks in life sciences with the ability to bridge communication between Japanese stakeholders and ENPICOM's European team, helping to establish trust and accelerate business development.

Type of partnership

Commercial agreement

Type and size of the partner

- **SME <=10**
- **SME 11-49**
- **SME 50 - 249**

Dissemination

Technology keywords

- **01003003 - Artificial Intelligence (AI)**
- **01004001 - Applications for Health**
- **01003013 - Information Technology/Informatics**
- **01003024 - Cloud Technologies**
- **01003018 - User Interfaces, Usability**

Market keywords

- **05003001 - Therapeutic services**
- **02007001 - Systems software**
- **04002 - Monoclonal Antibodies and Hybridomas**
- **02007007 - Applications software**

Targeted countries

- **Japan**

Sector groups involved

- **Digital**
- **Health**

Media

PDF documents

[AI for Drug Discovery by Enpicom Brochure \(1\).pdf](#)

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