



**AFRICAN CENTER OF EXCELLENCE FOR DRUG RESEARCH, HERBAL MEDICINE
DEVELOPMENT AND REGULATORY SCIENCE (ACEDHARS)
UNIVERSITY OF LAGOS
AKOKA-YABA, LAGOS, NIGERIA**

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**DLI 5.3 MODULE 3: INNOVATION-ORIENTED COOPERATION OF RESEARCH INFRASTRUCTURES
AND COLLABORATION WITH A PRIVATE SECTOR THROUGH ADVISORY
SERVICES**

TASK:

Establish faculty consulting business development office, including establishment of a mentoring program for start-ups and/or entrepreneurs

The “ACEDHARS Consult” Office for Herbal Medicine Development will be set-up at the Faculty of Pharmacy Herbal Clinic (later to be moved to the ACEDHARS building) where production machines are available. An operational manual for the Consultancy firm will be developed and published on the Center website.

ACEDHARS Faculty will be consulting and mentoring herbal medicine producers in West Africa in areas of formulation, packaging and registering herbal products with regulatory bodies in their respective countries

REPORT

The Center’s Committee on Business had the mandate to develop the ACEDHARS Consult Policy with Operational Manual and Business Plan. The document was evaluated by Center Faculty and finally approved by the Center Management.

**African Centre of Excellence for Drug Research, Herbal Medicine Development and
Regulatory Science (ACEDHARS) Consult
POLICY**

1. Background:

ACEDHARS Consult - This is the Private Sector Practice entity of ACEDHARS and it is committed to helping drive the entrepreneurial mindset of Herbal Medicine Practitioners (HMPs) in Lagos State; Nigeria; and across the West African sub-regions with the over-riding objective of producing innovative herbal products.

The cry for safe and effective Herbal Products is real and demanding. The World Health Organisation (WHO) underscores the urgent need to harness the potentials of herbal medicine as the first port of call when treating diseases in several developing countries, inclusive of Nigeria and other West African countries.

Although the use of herbal medicines is gaining prominence as affordable and accessible healthcare solutions, there are looming fears that several of these products in modern times are lacking in safety; toxicological standards; labeling standards; appropriate patent information; etc. Worse off, many of the herbal medicine practitioners are eager to make impact but they lack the creative and innovative acumen to transform their herbal formulations into a well branded products that is handy, safe, efficacious, and attractive for sale in today's modern international markets.

Experiences have further shown that herbal medicine practitioners crave an inclusive and sustainable innovation-driven facility that can help them to ameliorate the looming challenge of : (i) extant weak infrastructure; weak compliance with stipulated standard guidelines; poor quality control and safety perceptions; limited monitoring outcomes; poor labeling techniques and packaging; and protracted knowledge deficit of potential adverse effects that are associated with their products.

The growing demand for mandatory safety and efficacy evaluation; as well as effective machinery to regulate the production of home-grown herbal products that are in compliance with the WHO approved standards for food supplement are the motivation for the creation of the ACEDHARS Consult.

Thus, ACEDHARS Consult is poised to helping Herbal Medical Practitioners by providing them with up-to-date information; ensuring quick turnaround time; creating first impression under loveable ambiance with excellent feedback. ACEDHARS Consult will hold the hands the HMPs all through their entrepreneurial journey by giving them exceptional innovative experience so tha they can develop innovative herbal medicinal products.

2. Our Vision

At ACEDHARS Consult, our vision is to be a leading inclusive innovation-driven facility supporting the reinvention of herbal medicine practice in Nigeria and the West-African sub-region.

3. Our Mission Statement

- i. To Provide top-notch consultancy services to Herbal Medicine Practitioners (HMPs)
- ii. To Provide advocacy and training services with a view harness the innate potentials of Herbal Medicine Practitioners (HMPs)
- iii. To Provide inclusive mentoring programmes for startups and entrepreneurs in the Herbal Medicine Development (HMD) ecosystem

4. Our Customers

These are Herbal Medicine Practitioners (HMPs) in Lagos State, Nigeria, and other West Africa countries.

5. Our Customer-Relationship Building Strategies

At the ACEDHARS Consult, we prioritize transactional; relational-selling; and win-win customer relationships.

- We ensure that our customers are delighted at the slightest point of contact.
- We consciously build trust among our customers by ensuring that we provide them with up-to-date and useful information with strong utility for novel herbal formulations.
- We consciously create first impression by ensuring a quick turnaround time at every point of interactions
- We consciously offer our services within a lovable ambiance
- We guarantee regular and up-to-the task feedback mechanisms.

6. Our Channels

Our communications and advertisement channels include:

Social media handles:

- ◆ Twitter;
- ◆ YouTube;
- ◆ Facebook;
- ◆ Instagram and;
- ◆ Whats App.

Websites: This is used for further dissemination of information about the Consult; the team; the product offerings; and other relevant monthly Newsletter and Bulletins.

Jingles: This will be used to simplify communications with the Herbal Medical Practitioners (HMPs) and the public at large.

7. Revenue Stream

The Inflow of revenue for the sustainability of the Consult is from the toxicity testing, formulation and packaging of the herbal products from the Herbal Medical Practitioners who are its major customers. Other revenue streams include the assistance of the Herbal Medical Practitioners with the listing of products in NAFDAC, Consultation services, training at workshops, seminars and

conferences. The establishment of a Data bank for medicinal plants as a one stop shop for regulatory bodies, researchers and Pharmaceutical Industries is also an income generator for the consult.

8. Key activities

The Key activities of Center include the following:

- a. Production: This includes the testing, formulation and packaging of herbal products to meet the NAFDAC requirements for registration of their products
- b. Problem solving: This involves provision of consultation services for the Herbal Medical Practitioners.
- c. Platform: This includes the attendance of Trade Fairs to showcase the activities of the consult,

Organisation of Seminars, Workshops for Training of Herbal Medical Practitioners for better herbal product development.

9. Key resources

The Key resources of the Consult include:

a. Human resources -

This category of resources includes Personnel who will drive the activities of the Consult. These include:

- i. A Technology Transfer Officer who acts as the first point of contact with the Clients in the collation of data of the client and evaluation of the requirements of the client to determine the ability of the consult to deliver the needed product delivery.
- ii. Two Consultants for Toxicity evaluation of the Herbal Products
- iii. Two Consultants for Standardization of the Herbal Products
- iv. Two Laboratory Staff
- v. A Chief Executive Officer (CEO)

The Tenure of the Consultants is one year, subject to renewal not more than two times. The selection process of each Consultants and the Chief Executive Officer is competitive, transparent; and fair. The need for expansion and growth based on the performance of the consult is considered annually.

b. Non-Human resources

These include office space, furniture, Air conditioner, Television set, Internet and Interactive boards.

10. Our Key Partners

Key partners are

- African Centre of Excellence for Drug Research, Herbal Medicine Development and Regulatory Science (ACEDHARS) (will provide office space, platform to excel and furniture)
- Lagos State Traditional Medicine Board (LSTMB) (eye to the Traditional Medicine Practitioners)
- National Agency for Food and Drug Administration and Control (NAFDAC) (regulatory authority for pharmaceutical and food supplement)
- Pharmaceutical companies (Fidson Pharmaceutical, Neimeth Pharmaceutical) (platform for scaling up of potential herbal formulation for mass production and visibility)
- Lagos state Ministry of Health (political will for prescription of the products for consumption by the populace)
- University of Lagos Research and Innovation (provides a rich and diverse environment promoting opportunities for collaboration between the public and private sector)
- Lagos state Research and Innovation Board (stimulate wider collaboration between policy makers, public and the Consult)
- University of Lagos Consult (share experience and recommends client with interest in herbal medicine development to ACEDHARS Consult).

11. Our Cost Structure

Our main focus is to add value to the products of clients towards making them more acceptable and affordable. Our cost structures include

Fixed Cost	Variable Cost	Recurrent Expenditure
Office space, Office furniture, Interactive board, Printers, Photocopier, Air-conditioner, Solar powered inverter (for uninterrupted power supply), Television (to make our clients more relaxed) and	Internet facility, Printer cartridge, Dispensable bottled water	Salaries, Electricity bills, consumables, Paper, Fuel (utility bus) and; Maintenance

Water dispenser unit.		
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Corporate Social Responsibility (CSR)	<ul style="list-style-type: none"> ➤ Hands-on training for the HMP ➤ Advocacy ➤ Seminars ➤ Trade Fairs
Mentoring	<ul style="list-style-type: none"> ➤ Follow-up on clients ➤ Expertise supports ➤ Platform for networking ➤ Platform for informal learning experiences
Sustainability plan	<ul style="list-style-type: none"> ➤ Environmental agenda

Mentoring

Mentorship is a very vital step towards building a successful business. We have the expertise, we have the experience, we have the passion, we have the network, we comfortably stand between the product and the market and ensuring balance interactive relationship between the two. We provide the mentorship on one-on-one bases because we understand the terrain.

We provide unbiased advice, lessening the possibility of avoidable business mistakes, exposes the herbal medicine entrepreneurs on how to analyze business challenges from different perspectives to arrive at the best option.

We understand where you are and where you want to be.

Corporate Social Responsibility (CSR)

ACEDHARS corporate social responsibility include education both our partners and the society on the need for safe and quality herbal product.

Sustainability plan

Herbal product manufactures source their raw materials, their starting materials form nature. Constant withdrawal without intentional plans to replace back to nature will create an environmental imbalance, affect quality and constant supply of raw materials. This we are advocate of organic medicinal plant cultivation, conservation of medicinal plants, wise harvesting of plants

We believe in keeping the environment healthy and good. And thus keeping the supply chain constant

The following documents are on the Center website:

(i). ACEDHARS Consult Business Plan:

https://www.acedhars.unilag.edu.ng/upload/ACEDHARS%20CONSULT_BMC_1677030579.pdf

(ii). ACEDHARS Consult Staff Operational Manual:

https://www.acedhars.unilag.edu.ng/upload/ACEDHARS%20CONSULT_Staff%20Operational%20Manual_1677030608.pdf