



1-Man Companies

- ♻ Market information
- ♻ Competitor products & companies
- ♻ No technical expertise,
- ♻ No knowledge of distribution chain
- ♻ Product partners / adjuvants etc?



No idea of

- 🌿 No business case
- 🌿 No idea of the importance of a protocol
- 🌿 Registration procedures
- 🌿 Quotations from trial contractors
- 🌿 Why I would question about a distribution chain – tank mix partners / adjuvants etc...



Just make it happen

- 🍀 Inherit Company A – non reputable consultant
- 🍀 Bad trial reports – money spent – use it
- 🍀 No residues, rather cut the label



One stop miracle shop

- ⌚ Regulatory consulting:
 - ⌚ Protocol creation
 - ⌚ Trial management
 - ⌚ Dossier compilation
 - ⌚ Submission & tracking
 - ⌚ Approval



Shortcomings

- ♻ Market information
- ♻ Setting up partners



**The future role of
consultants in the
development of new
plant protection
products**



PSCA - Who are we

With expertise in:

Protocol Development

Regulatory Consultancy

Product Development

Data Evaluation/Preparation

Conducting Field Trials

Registration Dossier Preparation

Involved in Guideline Development



PSCA

AN ASSOCIATED MEMBER of
CROPLIFE SOUTH AFRICA

MEMBERS BOUND BY A
CODE OF CONDUCT

& ADHERENCE TO
**Global & Local RESPONSIBLE USE
PRINCIPLES**



PSCA - Members

SPECIALISTS

(professional with expertise in one or more fields)

PROFESSIONALS

(graduate with vocational experience)

TECHNOLOGISTS

(member in training)

TRIAL CONTRACTORS/CONSULTANTS/RESEARCHERS



PSCA – What we offer

Provide a *professional service* to -

- 🌿 Local & international plant science, crop protection & pesticide industries;
- 🌿 Users of crop protection products & pesticides;
- 🌿 Government agencies & institutions
- 🌿 The Registrar of Act 36/1947 & his staff
- 🌿 AVCASA, CropLife South Africa, SAAHA & their affiliates.



PSCA – Professional Service Offering

- ⑥ Understanding of Regulations/Registration requirements
- ⑥ Understanding of crops & production zones
- ⑥ Understanding of the markets & distribution
- ⑥ Recognizing & understanding client needs & providing appropriate advice
- ⑥ Determining the most efficient & appropriate course to product registration & product launch
- ⑥ Bringing a product to market



The Future

- ♻ Increased regulation
- ♻ More diverse products
- ♻ Implementation of quality standards
- ♻ Industry consolidation
- ♻ Global approach to development
- ♻ Increasingly diverse client base



Future Role of Consultants

- ♻ Project & business planning
- ♻ Regulatory advice
- ♻ Protocol development & Technical advice
- ♻ Training
- ♻ Product development
- ♻ Implementation of quality standards (eg GLP)





THANK YOU