



## SEMINAR

### TOPIC: FROM PAIN POINTS TO OPPORTUNITIES: INTEGRATING BIOLOGY-BASED AND CONVENTIONAL CROP PROTECTION

HARRY TEICHER WILL SHARE EXPERIENCES FROM HIS AGRICULTURAL SCIENCE CAREER TRAJECTORY THROUGH A CHANGING WORLD, FROM ACADEMIA TO INDUSTRY, PROVIDE AN INSIGHT INTO THE CURRENT STATE OF THE BIOLOGICAL AND CONVENTIONAL CROP PROTECTION INDUSTRY AS WELL AS PRESENT HIS VISION FOR INDUSTRY PERSPECTIVES OVER THE NEXT TEN YEARS.

#### DATE

WEDNESDAY, 23 OCTOBER 2019

#### TIME

12H30—13H30\*

#### VENUE

ROOM 252, RABIE SAUNDERS BUILDING  
AGRICULTURE CAMPUS, PIETERMARITZBURG

\*FEEL FREE TO BRING YOUR LUNCH

## ABSTRACT

"Pain points represent opportunities to grow an industry. Conventional pesticide industry pain points include consumer awareness regarding hazards, increasing regulatory requirements, resistance issues due to the lack of new modes of action as well as the declines in registered active substances. Biological crop protection industry pain points include low adoption rates, the perception of variable efficacy and slow speed of action, the high specificity of some biopesticides, resistance issues related in part to the evolution of living organisms as well as the need for advanced formulations.

It is from these pain points that significant strategic opportunities within delivery, application, efficacy, safety and resistance management can be anticipated by integrating biological and conventional crop protection – not only between products, but also between the knowledge bases for these strategies. Driven by legislation as well as consumer and industry demands, Integrated Pest Management (IPM) represents a strategic opportunity, integrating several strategies including chemical, biological & mechanical control, as well as precision technology and decision support tools.

In the current climate of competitive cost structure and R&D funding dilution by corporate acquisition, the coming-of-age of the biopesticide industry and its inclusion in integrated crop protection strategies is seen by many as a sign of a new period of innovation. For industry leaders, priority is being given to developing Strategic R&D Management frameworks to identify opportunities from pain points. To utilize these opportunities, global corporations are increasingly making use of fourth-generation R&D management models, with the objective of generating intellectual capital via external collaborations."



#### ABOUT THE SPEAKER

Harry Teicher studied farming and farm management at Weston Agricultural College and Cedara College of Agriculture in South Africa. From 1984 he held various trainee, staff and management positions in agriculture and horticulture in South Africa, Israel and Denmark before continuing his studies in Agronomy, Plant Biochemistry and Molecular Biology at the Royal Veterinary and Agricultural University (later University of Copenhagen) in Denmark.

Following a PhD in Plant Biochemistry in Copenhagen and a post-doc in Plant Protection & Molecular Biology at the University of Adelaide, Harry returned to Denmark in 2000 to take up an industry R&D management position in crop protection at Cheminova (later FMC), maintaining his contact with Copenhagen University as external lecturer in Plant Biochemistry and Crop Protection. In 2017 Harry founded BioScience Solutions to address industry pain points by providing independent Science- and Strategic R&D Management resources.