

Nigel Walker

Nigel Walker is the Founder & Life Sciences Investor at That's Nice LLC, a research-driven marketing and consulting agency dedicated exclusively to life sciences. As the founder and owner, he has led That's Nice since its inception in 1995. Over nearly three decades, Nigel has spearheaded the company's organic growth into many areas of biopharmaceuticals / life sciences, supporting clients in meeting their growth and strategic business goals. In 29 years, more than 900 clients have been served, helping them to thrive in their respective areas. In one segment example, Nigel spent 12 years building expertise in the clinical supply chain logistics space, supporting UPS/Marken and Yourway in their respective ascents to leadership positions in that particular niche. With 37 years of overall entrepreneurial experience, Nigel works closely with C-suite members and leadership teams to define their optimal strategy, bringing industry knowledge and global experience to help their businesses achieve their goals. With extensive exposure across the market, introduction to many thriving companies and start-ups, and a passion for life sciences, Nigel began to invest in a wide range of businesses a decade ago, covering enabling technologies, service businesses and therapeutic biotechs. He is also regularly invited to give keynote addresses on a wide range of subjects at industry events.

<https://www.thatsnice.com>

That's Nice LLC is a research-driven marketing and consulting agency exclusively serving all sectors of life sciences and biopharmaceuticals. Founded in 1995, the company is on the verge of celebrating 30 years serving the continual evolution in this highly specialized market. What began, in the early days, as a small molecule focus that was then an extension of the fine chemicals industry has evolved with the rapid and now sustained advance of biologics and into new modalities like cell therapy, gene therapy, viral vectors, non-viral delivery, and mRNA technology. Within these umbrella areas, hundreds of niche specialties have been served. Our client base has covered enabling technologies such as particle engineering, processing technologies, medical devices, early discovery, contract manufacturing, contract research, clinical trial logistics, formulation, and dosage forms, to name just a few. Most key areas of life sciences have been served by That's Nice. Along the way, we have organically grown by proactively adding services that bring value to our client base, including a research division that gives market insights otherwise inaccessible to companies, including pricing. We also established our own publishing platform for thought leadership content, giving a voice to the industry leaders we serve, which also serves to support their marketing and sales goals in a unique and effective way. That's Nice is so committed to the life sciences market that the company has also become an investor in companies that benefit from financial support as well as our years of expertise.