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Journal of Commercial Biotechnology  
<http://commercialbiotechnology.com/index.php/jcb>

Re: Manuscript submission

Dear Madam/Sir,

We are writing to submit our manuscript entitled, "A Systematic Review for Business Model Innovation Opportunities for the Biopharmaceutical Industry" for consideration for publication in *Journal of Commercial Biotechnology*.

Due to challenges associated with a combination of a highly complex scientific, financial and regulatory arena and key global macroeconomic changes, research in business model innovation for the biopharmaceutical industry continues to be an area of high academic and professional interest. In this regard, through an extensive mining of literature published since 1976 that has addressed business model relevant factors and dynamics in the biopharmaceutical industry, our research identifies and categorizes by core findings 305 relevant publications into 12 meaningful categories through which we inductively discover that opportunities for business model innovation lie in five key areas, *External Orientation, Learning Capabilities, Cluster Participation, Qualified Business Management Team* and *Organization Controls*.

As a key journal focused on innovation in biopharmaceuticals, this manuscript is highly relevant to the *Journal of Commercial Biotechnology* readers for two important reasons. First, as business model research specific to this field is still relatively young and underdeveloped, this manuscript makes an important contribution to the existing body of literature as a first-in-kind comprehensive meta-analysis capturing and elaborating key dynamics important for business model innovation in this industry and through this, suggesting the most fertile areas for continued research. Second, as academic and professional interest in this area remains high, it should be perceived by complementary researchers as a go-to reference resource for follow-on research and citations due to its extensive capture of relevant industry specific business model literature.

Both authors approve of this original manuscript and of its submission and confirm that it has not been published and is not under consideration for publication in any other journal. We also confirm that this work is independently self funded. Thank you for receiving our manuscript and considering it for review. We appreciate your time and look forward to your response.

With sincere regards,

James B. Downs  
(On behalf of both the authors)

A handwritten signature in blue ink that reads "James B. Downs". The signature is stylized and written in a cursive script.