

# Leonardo Olivera

LEONARDO OLIVERA



“ I saw an opportunity to advance cancer research in Uruguay. ”

<b>COUNTRY</b>	Uruguay
<b>INDUSTRY</b>	Health Care/Life Sciences
<b>EMPLOYEES</b>	137
<b>PARTNER</b>	Gabriel Fernández
<b>WEBSITE</b>	<a href="http://www.clausen.com.uy">www.clausen.com.uy</a>

## COMPANY SNAPSHOT

Laboratorios Clausen is the first and only Uruguayan biotech firm to develop an entirely new molecule. Thrombopoetin, a human protein that stimulates the production of platelets, was patented in 1998. Today it is used in treatments for cancer and blood coagulation disorders. To elevate Laboratorios Clausen to the next level, Gabriel and Leonardo have constructed a state-of-the-art production facility that is one of only three EMEA Certified facilities in Latin America. Clausen was the subject of a Universidad ORT Uruguay case study.

Since selection by Endeavor, company revenues have grown by 256%.

## ENDEAVOR AND LEONARDO OLIVERA

Leonardo and Gabriel have benefited from local strategic mentorship, support in strengthening their patent applications, custom workshops on management issues, and introductions to local business leaders to help foster the country's biotech industry. They also benefited from the Ernst & Young Fellows program, and the eMBA program which developed a business plan for new patents and methods of seeking capital.

The Entrepreneurs have demonstrated commitment by participating as speakers at Endeavor events, and screening candidates.