

INTERNATIONAL PARTNER PROGRAM

About Our Company

NHP Consulting Inc is a regulatory consulting firm specializing in marketed health products, providing regulatory and quality assurance support and services. We are a Canadian company, with our core staff in Toronto and Vancouver. Our company has over 900 clients in the nutraceutical and health products industry, most of which are in the United States, Canada and Europe. Our clients are manufacturers, importers, exporters and distributors of health products.

Our Business Model

Our company takes great pride in providing our clients with clear advice with regards to regulatory and quality requirements for their products in the various international markets. Our core employees work and reside in Canada, and are the primary account managers for our clients. Our core employees have exemplary competencies for the Canadian market, as well as in understanding our clients' products. However, we are also offering regulatory services (i.e., advice, facility/product registrations) for most international markets, and in order to achieve this service we depend on regulatory experts around the globe to provide such advice and registration services. Our company is not interested in completing these regulatory services in-house; rather, we need to have experts local to the market of interest, who can work with us in providing the needed documentation and advice.

Recruiting International Partners

As such, our company is always actively searching for reliable and expert advisors for various international markets. These individuals become our “country partner” for the various markets they are proficient in. By and large, these partners have a foundation of regulatory experience with food/dietary supplement registrations in their home country. We find these partners through networking and job postings. Our country partners are paid either on an hourly basis or a pre-agreed project fee. Many of our country partners currently work full time for a healthcare company, and they provide us with consulting after hours (or on weekends), as the work usually does not have an aggressive timeframe. It has been very appealing to individuals who wish to supplement their regular income.

General Requirements for Regulatory Partners

Our country partners need to be able to respond to inquiries within 24 business hours throughout the work week; if not to provide an answer, at minimum to acknowledge receipt of the inquiry and provide a timeframe for full response.

Partners must be proficient in the area in which they are quoting on, and must be able to find answers to questions to fill in knowledge gaps.

Our country partners do not need to reside in the countries of proficiency; they may reside anywhere, however if submission in person to MOH is a requirement, we will be sourcing a local country partner.

Expectations of Work

Our country partners can complete the requested work at their own pace, with their own tools and resources. Communication with our core employees will be exclusively through email and phone. No travel is required, except where approved project includes travel (at which point it will be noted as part of the project and travel expenses will be compensated).

Normally with our projects, we will approach our country partners with specific products (labels, formulations, specifications) in mind, requesting a rough budget of hours which the country partners needs to complete the requested work (or project quote). Usually a summary of classification and strategy proposal is also required at the same time, which will be relayed to our clients. Country partners for the most part will not be in communication with our clients. If desired, we can keep our country partners' names and contact information confidential, as we understand that many of our partners maintain regular full time employment with a different company.

Work can be sporadic, and should not be expected to be regular. At times, work will be provided on a regular weekly basis; at other times, it may be every other month. Our aim is to have trusted relationships with our country partners, and to maintain these relationships even during periods with lower workloads.

Compensation

Our country partners are technically contractors, not employees (under a Canadian definition), and are paid an hourly rate based on hours completed or project base – based on project completed. Our country partners are encouraged to submit regular invoices to our company (e.g., monthly), and payment is usually sent via wire transfer.

Process

Our company will arrange a phone meeting and discuss the potential partners' qualifications and expertise. The potential partner should also propose their desired hourly rate and/or prefer payment strategy (ie. hourly, project based or both) which our company will note. Our company will then provide a confidentiality and Non-Disclosure agreement to be signed.

Engagement of Work

It is our general expectation that our country partners will check emails on a regular basis (every 24 business hours) to see if our company has sent any requests. Should our company not be able to get a hold of a country partner for an extended period of time, this can jeopardize the relationship; any prolonged absence (e.g., vacations) we appreciate knowing in advance.