



Left to right Steve Minchin, Stephen Ogden, Nikki Johnson, Shaun Slattery.

A Wellington-based company, established in 2002, we provide specialised services to primary industries and regulatory agencies in the fields of market access, biosecurity risk assessment, regulatory affairs management and strategic industry representation. We utilise our technical expertise and knowledge of international standards and agreements and domestic regulations to engage in effective communication with regulatory agencies.

DR STEPHEN OGDEN – Director

Stephen has extensive experience in phytosanitary regulatory processes and risk analysis, international agreements, and market access negotiation. He has worked in agriculture all of his working life in the scientific, regulatory and private sectors. Stephen specialises in export market access projects, technical writing and regulatory compliance systems. stephen@solutionz.co.nz

NIKKI JOHNSON – Director

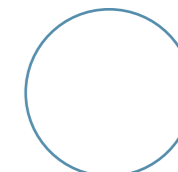
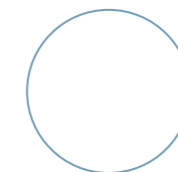
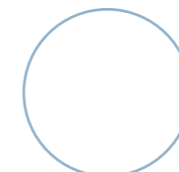
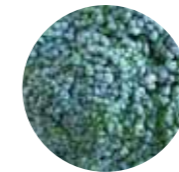
Nikki has expertise in market access negotiation and biosecurity regulations and policy. Nikki has been involved in the agriculture and horticulture sectors throughout her career both in the public and private sectors. Nikki has strengths in risk analysis, project management and strategic industry representation. nikki@solutionz.co.nz

SHAUN SLATTERY – Regulatory Advisor


Shaun is our expert on the regulation of new organisms in New Zealand. Shaun has extensive knowledge and understanding of the regulatory system and the risk assessment process for new organisms in New Zealand. Shaun has worked in both the public and private sectors, and has a strong background in project management and risk assessment. shaun@solutionz.co.nz

STEVE MINCHIN – Technical Analyst


Steve's expertise lies in project management, knowledge transfer, and technical writing. Steve undertakes a significant amount of technical review and analysis to support key projects, pest list development, and the preparation of user friendly technical information. stevem@solutionz.co.nz



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OVERCOMING REGULATORY BARRIERS IN ORDER TO ACCESS NEW MARKETS, PRODUCTS AND BENEFICIAL PLANTS AND ANIMALS IS BECOMING INCREASINGLY COMPLEX. ENSURING COMPLIANCE WITH INTERNATIONAL AGREEMENTS AND REGULATORY REQUIREMENTS HAS LED TO GREATER DEMAND FOR TECHNICAL EXPERTISE AND RISK ANALYSIS.

FOR INDUSTRIES TO MAXIMISE BENEFITS FROM THE GLOBAL AND DOMESTIC TRADING ENVIRONMENT THEY NEED TO EFFECTIVELY INTERACT WITH REGULATORY AGENCIES, HAVE ACCESS TO ACCURATE TECHNICAL INFORMATION, AND BE ABLE TO PARTICIPATE IN THE DEVELOPMENT AND IMPLEMENTATION OF IMPORT REGULATIONS.



what we do

Market Access

We work with exporters and industry organisations on market access projects and trade issue resolution. Our expertise enables us to:

- liaise with regulatory agencies to negotiate acceptable market access conditions;
- provide information on phytosanitary, sanitary, residue and quality requirements of specific markets;
- monitor, and advise on, regulatory changes in key markets and developments in international standard setting and international agreements;
- advise on technical justification for importing country regulatory requirements;
- assist exporters to secure the release of consignments detained in foreign markets;
- develop technical information packages for use in market access negotiations.

Biosecurity Risk Assessment

We carry out risk analysis for pests associated with horticultural and arable commodities and other articles moving in international trade. This involves:

- pest risk analysis for plant products including pathway analysis and development of risk management options;
- critical review of pest risk analyses and proposed import requirements to ensure pest risk is appropriately managed;
- negotiate appropriate government responses to incursions of pests and diseases;
- monitor and respond to developments in biosecurity policy as it affects trade, primary production, or the environment.



Regulatory Affairs Management

We provide a one stop service for managing regulatory approvals for clients importing or working with new plants and animals and new hazardous substances. We provide expertise in:

- hazardous substances and new organisms approvals process, and risk assessment;
- HSNO and Biosecurity compliance;
- quarantine and containment requirements;
- new plant and animals imports, biological control and Biotech regulatory approvals;
- Import Health Standard applications and pest risk assessments

Strategic Industry Representation

We act on behalf of industry organisations in the management of projects and programmes including:

- regulatory compliance programmes;
- pre-clearance programmes;
- industry quality programmes;
- industry group management;
- preparing technical submissions on government policy;
- preparing technical discussion papers.

Knowledge Transfer

We specialise in making technical information available to industry and growers in practical and easy to understand formats. This involves:

- preparing multi-media products to assist with technology transfer such as field guides, web sites, and CD ROM based materials;
- project management of research and development from start to finish to ensure research outcomes are delivered and utilised;
- discussion papers;
- technical reviews.

In all projects we achieve results by combining technical expertise with our knowledge of regulatory processes, and improving the effectiveness of communications between government agencies and industry.

