

## What sort of project would you be comfortable with outsourcing to Asia?

Responses ranged from “none” to “any kind.” Here’s a sample of what our respondents had to say:

- Data management, monitoring
- Clinical trials
- Manufacturing
- Manufacturing, Clinical,
- API or finished product manufacturing
- Bio-equivalence studies
- Clinical supplies, R&D projects, starting materials and dosage forms, APIs
- Non-GLP preclinical studies
- Distribution
- Fill/Finish
- Data management and medical writing
- pharmacology testing and screening services
- scale-up manufacturing
- Starting material supply
- unregulated in vivo
- Raw materials, early intermediates.
- API analysis
- None. I look to support USA based companies. This includes no off-shore efforts.
- I would not be *uncomfortable* outsourcing any project in particular to Asia, however, it is not very logistically efficient and therefore unlikely to happen unless I could not find another appropriate firm in the U.S.
- Analysis work
- Manufacturing, filling, and packaging
- manufacture of starting materials
- We are outsourcing some labelling, packaging and distribution
- API manufacturing and clinical trials
- Phase III and IV
- Our business plan does not include any Asian clinical trials so there is no need to look so far away for vendors
- Clinical studies
- Toxicology
- Formulation development and Analytical testing and Bio-equivalence studies
- Early stage intermediates
- Clinical trials formulation development chemistry
- Any clinical trial, Phase I to IV
- API manufacturing & supply
- Drug development work
- API intermediate
- Packaging
- crude intermediates, API and perhaps finished dose
- I advise against outsourcing preclinical research to India or China
- Material not to be used in clinical
- Data management, statistics, statistical programming, trial execution
- Production of solid oral generics
- Low risk, low IP, low value until source is proven
- scale-up, manufacturing, intermediates
- Possibly some fabrication of equipment.
- Phase II
- R&D
- Clinical, Manufacturing
- Analytical methods development, formulation development
- High labor low IP exposure

## Strategy

**66%** of all respondents said that they would use the word “Partnership” to describe their relationship with a Contract Service Provider, up 2% from last year.

**50%** of all respondents said that they describe their outsourcing model as *Tactical* (case-by-case, based on availability). Or, to put it another way, **50%** said they would describe their outsourcing model as *Strategic* (entire classes of functions performed out-of-house).

**63%** of respondents who say they’ll do 10%+ more outsourcing next year describe their outsourcing model as *Strategic*.

**25%** of respondents who say they’ll do less outsourcing next year describe their model as *Strategic*.

**SAVE THE DATE!**

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