

PharmaLegacy

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PharmaLegacy: Championing the Growth of Preclinical Services in China

PharmaLegacy is a new company postured to play a progressive role in China's fast-growing pharmaceutical contract resource industry.



PharmaLegacy uses videostreaming technology in order to enable clients to observe procedures in real time from anywhere in the world.

One year after opening its doors, PharmaLegacy, the leading preclinical service company with a Shanghai address, boasts an international client base and a 60 percent proposal acceptance rate. Their 20 clients include large pharmaceutical companies as well as small and medium enterprises.

The rapid financial growth observed in PharmaLegacy's first-year of business may be explained, at least in part, by PharmaLegacy's alignment with two major trends expanding the outsourcing industry. The ubiquitous need for companies to control the cost of drug development and improve efficiency has prompted continued growth of the outsourcing industry as a whole. CEO Darren Ji explains, "PharmaLegacy provides a unique value proposition to clients. Pharmacology studies in animals demand a high level of expertise and specialized knowledge to deliver reliable and consistent results. Our company is able to provide these services while reducing the cost of early stage development and shortening turnaround times. These advantages combined with adherence to a world-class quality standard make PharmaLegacy an attractive service provider."

Ji realized he could take months off a project's turnaround time by streamlining the proposal process and implementing the proposal upon acceptance. PharmaLegacy maintains a staff count that is at least 20-30 percent larger than what is needed to service current clients. "This is done with no extra cost to the customer," he emphasizes. Potential clients can expect an initial response within 24 hours of making an enquiry. Additional cost savings come with being very clear about what is spent. Using an elaborate financial control system, all laboratory costs are tracked and calculated down to the single digit and the information is retrievable on any given day. "Our project cost management system enables us to provide to our clients the highest value for their project dollars," Ji explains.

Another major trend in the outsourcing industry, described by Ken Getz of the Tufts Center for the Study of Drug Development, characterizes service providers to the pharmaceutical and biotech industry as more often becoming valued strategic partners. When discussing PharmaLegacy, Ji illustrates this trend. "Outsourcing needs for drug development have become more sophisticated. Sponsors look for more than just a pair of hands to do the work. They need the service providers to participate in the work design, data interpretation and trouble shooting. Essentially the suppliers become intellectual contributors in the research process. This is where specialty expertise like ours comes into play."

PharmaLegacy's expertise is focused in the areas of bone metabolism, orthopedic research and tissue engineering, immune diseases, inflammation, and oncology. The company provides efficacy studies, histopathol-

ogy, molecular pharmacology and pharmacokinetic and pharmacodynamic assays, as well as preliminary toxicology screening. Though a young company, the leadership has effectively developed a robust research platform that integrates a great deal of experience with methods for validating the pharmacological effects of drug candidates and testing orthopedic devices for efficacy and biocompatibility. About 15% of company employees were either thought leaders or worked for many years in the US and European pharmaceutical industry in their respective fields. PharmaLegacy specializes in providing the research and development to support investigatory new drug or device evaluation applications to national regulatory agencies throughout the world.

Though located in the Zhangjiang High-Technology Park in Shanghai, China, Ji says technology shortens the distance between the facility and foreign clients. Seventy cameras are installed in the facility's animal and surgery rooms. This makes it possible for clients to observe procedures in real-time through the use of video-streaming. Enabling clients to observe or even supervise during procedures "adds an extra layer of assurance for the client and can help when trying to understand the result," according to Ji.

PharmaLegacy continually strives to integrate rapid service and cost savings into a system that assures a rigorously high standard of quality. All operations are based on Good Laboratory Practice (GLP) standards and Standard Operating Procedures (SOP). Representatives from eight of the top 20 pharmaceutical and biotech companies have inspected and accredited the facilities. Six of them have started working with PharmaLegacy. As these potential clients came to inspect, opinions on optimizing operations were sought. One multinational corporation representative paid PharmaLegacy's management the ultimate compliment saying, "Many people can set up a nice facility like this, but you guys seem to know how to run it."

Recently, PharmaLegacy received an accreditation from the International Association for Assessment and Accreditation for Laboratory Animal Care (AAALAC). The established animal pharmacology models provided by PharmaLegacy include rodents, dogs, mini-pigs, sheep/goats and non-human primates. An AAALAC accreditation means the institution is serious about setting, achieving, and maintaining high standards for animal care and use in science.

Within one year, PharmaLegacy has become a very attractive service provider that stands postured to continue growing. The company is actively recruiting technical talent from overseas. Those who are both passionate about providing outsourcing services and willing to take part in charting a course for the company's future are encouraged to apply.

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