STRATEGICALLY ENGAGING CLIENTS TO MEET THEIR UNIQUE OUTSOURCING & INSOURCING NEEDS

As with any industry, over the course of time, there are a myriad of factors that influence the ebb and flow of a business segment’s market demand. Currently, two prime factors are affecting the demand for biopharmaceutical contract services. These factors include a shift toward a reduction of fixed costs for large bio/pharma companies and favourable funding conditions for small/virtual and midsize biotechs. For a contract testing service provider, flexibility and tailoring quality service solutions to a vastly different set of drug development and manufacturing challenges combined with the ability to quickly add capacity are paramount. As the largest global network of harmonised biopharma GMP product testing laboratories, Eurofins BioPharma Product Testing strategically engages clients to meet their unique outsourcing and insourcing needs by helping them effectively allocate their research and manufacturing expenditures.

Over the past five years, most big biopharma companies have embraced outsourcing to help achieve their strategic objective of reduced fixed costs. Biopharma product testing is one area where we can help large drug developers and manufacturers achieve this goal. To better accommodate specific testing requirements, clients choose from our multiple service models. If it is best to keep the testing on site, work is insourced through our award-winning Professional Scientific Staffing solution. If dedicated resources are needed, a team of scientists is contracted through our full time equivalent (FTE) model. These options, in addition to the traditional fee-for-service model, provide flexibility resulting in increased outsourcing. Having the harmonisation, capacity and capabilities to manage projects of any size at our global facilities as well as the qualified staff to perform testing at our clients’ global sites have been valued service benefits.

The second factor that is fueling outsourcing is the fact that small/virtual and midsize biotech companies are well-financed due to extremely favourable funding markets. Ninety-seven life-science companies raised $6.7 billion through IPOs last year (Bloomberg Businessweek, March 2014). Our research shows that a combination of all external funding and global partnerships raised an estimated total of $38 billion for this sector in 2013. Confidence in the ability to get funding has accelerated the development of proprietary molecules, which has resulted in an unprecedented demand for global cGMP product testing services. Fortunately, we have a financially strong, strategic, parent company, Eurofins Scientific, with 200 locations in 36 countries, supplying the resources we need to grow and support our clients’ innovative technologies.

For the past 50 years, whether our clients have had outsourcing or insourcing needs, they trust us as the industry gold standard to deliver a stellar work ethic, highest standards of quality testing and data, and dedication to project satisfaction. Partnering with our clients to help them navigate a challenge into a success is always the optimum goal.

ABOUT MICHAEL J. MCDOWELL


ABOUT EUROFINS BIOPHARMA PRODUCT TESTING

The largest network of harmonised bio/pharmaceutical GMP product testing labs worldwide, Eurofins BioPharma Product Testing enables companies to advance candidates from development through commercialisation while ensuring regulatory compliance, cost effectiveness and achievement of timelines.