

中国医药外包指南

Guide to Pharmaceutical Outsourcing in China

**A Handbook for Pharmaceutical and Biotechnology Companies
Planning to Outsource to China**

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About Author

Jim J. Zhang, Ph. D.

Jim J. Zhang currently is president and managing director of JZMed, Inc., a US-based, full scale pharmaceutical service company specializing in outsourcing to China. Before founding the company, Jim worked for nine years with Albany Molecular Research, Inc. (AMRI), a US-based and currently one of the world largest CROs. During his tenure at AMRI Jim was responsible for managing and overseeing multiple drug R&D projects that involved the international cooperation of AMRI's multiple sites (USA, Singapore and Hungary). He played key roles in helping numerous pharma and biotech companies discover and develop a series of drug candidates that later entered preclinical and clinical development including advanced clinical trials. He was also the key contributor to the development of chemical production process for several developmental drugs. Prior to pursuing his Ph.D. program in the US, Jim worked for six years in a China-based CMO as process engineer and developed production process for a number of pharma products.

In the practice of more than fifteen years Jim developed his expertise in chemical process research and development and in the therapeutic areas of viral infection, cancer, chronic obstructive pulmonary disease (COPD), and cystic fibrosis. Currently he holds 18 patents and is also the principal author of 11 peer-reviewed research articles.

Jim received his master's degree in Chemical Engineering from East China University of Science & Technology (Shanghai), and his Ph.D. degree in Synthetic Organic Chemistry from the University of Iowa. He also received additional trainings in Medicinal Chemistry through working at Research Triangle Institute (Research Triangle Park, North Carolina).

Description of the Guide

As China has become the hottest area for pharmaceutical and biopharmaceutical outsourcing, there is an urgent need for the Western pharma and biotech companies, in particular those small-sized ones who do not have sufficient internal resources to manage all steps of complex outsourcing process, to have a complete collection of information with regards to how to effectively conduct outsourcing in China. This Guide is thus designed to provide assistance to these companies.

The Guide examined following issues concerned by all outsourcing companies and provided detailed answers to each of them:

- ❖ Why must I choose China as the destination of outsourcing?
- ❖ Whether is it the right time to go to China for outsourcing?
- ❖ What is the cost saving I can achieve?
- ❖ What other benefits can I achieve if I choose China for outsourcing?
- ❖ Whether is the IP protection in China still a concern?
- ❖ Who are those Chinese service providers?
- ❖ What can they do?
- ❖ How good is each of these individual Chinese service providers?
- ❖ Where are they located?
- ❖ How to approach them?
- ❖ What is the right approach to choose an ideal Chinese service provider?
- ❖ How to ensure my outsourcing effort in China will be successful?

The Guide differs from any of the market research reports already published in related fields. It is solely concentrated on description of the current service capabilities of Chinese CROs/CMOs and the step-by-step procedures of how to conduct and effectively manage outsourcing activities in China, the two urgent issues that at present need to be addressed for pharmaceutical and biotech companies that either have potential interests or are in planning to outsource to China.

The Guide is written by industry expert who possesses over ten years of experience in pharmaceutical outsourcing industry. It is also based on the direct results of a broad survey most recently conducted on Chinese pharmaceutical outsourcing industry.

Main Features of the Guide

- ❖ The Guide conducted a complete and detailed examination on current service capability of Chinese outsourcing industry in each service area including their strengths and weakness. Based on the results, it provided to the outsourcing companies the right strategies and approaches of how to choose an ideal service provider whose service capability matches the requirements of their outsourcing projects.
- ❖ The Guide made an in-depth and objective evaluation of the potential risks of outsourcing to China at present. It also made detailed comparisons of apparent rewards *versus* the potential risks.
- ❖ The Guide provided a comprehensive list of suggestions of proper actions outsourcing companies should exercise in order to minimize risks and maximize rewards in their outsourcing effort in China.
- ❖ The Guide contains a complete collection of information of more than 60 China-based, currently the best service providers. The complete package of information for each of these service providers includes:
 - Service scope and capability;
 - Evaluation on their service strengths;
 - Background, culture and service history/experience;
 - Current number of technical employees including approximate percentage of senior level scientists;
 - Complete contact information including street and e-mail addresses, phone and fax numbers as well as websites.
- ❖ In addition, the Guide also made detailed comparisons in outsourcing industry between India and China including strengths and weakness of each country in each service area. Based on the service features each country possesses, the Guide further provides suggestions to outsourcing companies of where to choose a suitable service provider for their specific outsourcing projects.
- ❖ The Guide provided valuable insights into the development trend of world pharmaceutical outsourcing industry. Based on the results of these analyses, the Guide made reasonable forecasts of the future development of the Chinese pharmaceutical outsourcing industry in following 5 to 10 years.

Who Should Buy This Guide

The Guide is a must-have book for:

- ❖ Pharma/biotech companies in particular those small to medium-sized ones who have urgent needs to outsource their R&D and/or manufacturing tasks but have limited information resources to understand the Chinese outsourcing service industry.
- ❖ Pharma/biotech companies who have never conducted outsourcing activities in China before but wish to do so now and need a general guide to help them navigate the process.
- ❖ Pharma/biotech companies large or small who have had outsourcing activities in China before or presently but would like to update their knowledge about the development of this Chinese industry.
- ❖ Executives in the industries of pharmaceutical, biotechnology and financial investment as well as those in government agencies who wish to have a complete understanding of what is really going on in China pharmaceutical industry and how this industry would likely develop in near future.
- ❖ Worldwide pharmaceutical outsourcing service companies who wish to better understand current situation including service capabilities of their Chinese competitors
- ❖ Pharmaceutical companies and outsourcing service companies in China who wish to better understand the current situation of world pharmaceutical outsourcing industry as well as the service capabilities of their peer competitors in order to improve their own service capability.