



Custom Consulting Services Offered by PharmSource®

PharmSource® provides bio/pharmaceutical companies and contract service providers with targeted market analyses in support of strategic planning efforts. For contract services companies, these engagements involve detailed studies of markets or business segments in which clients hope to expand their current positions and capabilities or embark on new business opportunities. For projects requiring specific technical expertise, our consulting teams have the necessary qualifications and experience to give you the advanced analytical approach and insight you need.

For bio/pharmaceutical companies, we provide market studies aimed at improving our clients' understanding of sourcing opportunities and market conditions. We also conduct supplier identification and proposal solicitation efforts on behalf of bio/pharmaceutical clients. These efforts not only enable these companies to extend their sourcing capabilities, they also help clients to identify potential development and manufacturing partners far more efficiently than could be achieved internally. In addition, we send blinded RFPs on behalf of clients, to solicit pricing while maintaining confidentiality.

PHARMSOURCE®

Actionable intelligence for pharma sourcing

Recent PharmSource Consulting Assignments

Contract manufacturers in Brazil

For a "Top 10" pharmaceutical company, we identified and qualified a universe of contract dose manufacturers in Brazil, and conducted the subsequent RFP process.

Market opportunity in Japan

For a major contract dose manufacturer, we conducted an analysis of the business opportunity for contract manufacturing services to pharmaceutical companies in Japan. This included a description of the Japanese drug market, identification of the major players and trends relating to contract manufacturing.

Formulation market opportunity

For a major contract manufacturer, we characterized the market for formulation development and clinical supplies manufacturing services. The analysis included data on market size, typical expenditures and services required by development phase, and the positioning of key competitors in the formulation development market.

Clinical packaging market opportunity

For an Asian company entering the North American market, we analyzed the business opportunity for clinical packaging services. The analysis included typical requirements by development phase, outsourcing practices by major customer segments, market size and growth predictions, and SWOT analysis of major competitors.

Comparative manufacturing cost analysis

For a "Top 3" pharmaceutical company, we conducted a comparative cost analysis of a European manufacturing operation, benchmarking their costs against those in India and the U.S.

Regulatory services market opportunity

For a major contract manufacturer, we evaluated the feasibility of adding regulatory consulting services to their service offerings. The project included an analysis of the services required, identification of competitors, human resource requirements and establishing a business model.

Corporate strategic planning assistance

We regularly participate in corporate planning exercises for CROs and CMOs. Our roles usually include providing specific targeted market analytics, and participating in or leading planning sessions.

Market awareness presentations

We are regularly asked by CROs, CMOs, private equity firms and bio/pharmaceutical companies to update company executives and business development teams on contract services industry trends and the strategies and performance of key industry players.

To learn more about how PharmSource custom consulting services can benefit your business, contact us today.



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