

Five minutes with...

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Company: GalChima



What are your major concerns within your market over the next two years?

We have seen a reduction in R&D investments by major pharmaceutical and biotech companies since the beginning of the global economic downturn. The latest round of mergers and acquisitions has further exacerbated said reductions, which slow down the pace of R&D.

This situation presents an opportunity for CROs. We can provide expertise and resources that otherwise would be financially out of reach for many downsizing companies. This is particularly true for emerging biotechs, which face tight time frames and tighter budgets due to the growing difficulty of obtaining financing.

Even more worrisome is reduced government investment in public and private R&D infrastructure. History indicates that countries with a deep, long-term commitment to science and technology are best positioned to leave the economic downturn behind. We will be watching over the next few years how chemistry projects will be affected.

Among the challenges facing the industry, which one do you think is the most pressing—and why?

A decline of promising compounds in the later stages of large pharmaceutical companies' pipelines is worrisome for the entire industry. While acquisitions of small biotechs and competitors may fill short-term needs, drug discovery collaborations with smaller biotechnology companies may likely become a more important model for bringing fresh compounds to the pipeline. As we've seen for Esteve, Almirall, Palau Pharma, and Proteomika in Spain, such collaborations can utilize resources of smaller, specialized companies to rapidly and economically explore novel therapeutic targets that individual companies may have been reluctant to explore.

What innovation do you believe has addressed a problem with creative solutions?

We're enthusiastic about flow chemistry and continuous processing technologies maturing for applications at both lab and industrial scales. For quite some time, flow chemistry was confined to the industrial scale, just as microwave chemistry, its sibling of sorts, was confined mainly to lab scale work. Recent developments have built a bridge between the worlds, resulting in faster and more cost-efficient development of therapeutics into advanced phases.

A Spain-based CRO, GalChimia helps those in the chemical and pharmaceutical industries with the analyses, syntheses, and processes they need to discover and produce new drugs.

Company Extends Product Range

Over the last few months, **BBI Enzymes** has launched a range of new products. To further extend this, the company is offering a new custom enzyme manufacturing solution. BBI Enzymes has over 50 years experience in the supply of enzymes, from natural sources and delivering quality API solutions to the pharmaceutical industry.

Visit **BBI Enzymes** at **Stand NBP566GEN**.

System-Built Solutions for Healthcare



As one of the leading companies in the healthcare market, **B. Braun** is a reliable outsourcing partner for pharmaceutical contract manufacturing and customized medical devices. The company's product portfolio covers all aspects of infusion therapy, including infusion and injection solutions, medical devices for drug admixture and administration, automated infusion systems, and products for disinfection and hygiene.

Pharmaceutical Contract Manufacturing

The filling possibilities include solutions for infusion therapy, volume replacement, and irrigation, as well as injectables and anesthetics. It can also fill dermatological products like creams, gels, and pomades. B. Braun OEM has an in-depth knowledge of the production of drugs from aqueous solutions to lipid emulsions. Partnering with OEM offers innovative technologies, including system components and different container types. The container choice includes bottles, ampoules, vials, tubes, bags, and multi-chamber bags. The broad range of medical devices acts as a

complement to the entire drug application system.

Within the contract manufacturing service, OEM provides additional support—with its analytical services, galenic development, pilot batch production, and private label.

Product Variation and Combination

B. Braun OEM provides standard products assembled in customized kits and products with modified characteristics. The company backs this up with label, imprints, and wrappings, each tailored to customer specifications. Another business area is the packaging of customized kits and procedure sets.

Outsourcing Knowledge

B. Braun can assist customers throughout the entire process—from original idea to successful market launch, offering expertise in medical science, pharmacy, product development, production, regulatory affairs, packaging, and logistics. This broad range of knowledge enables B. Braun to boost customer's business success with system-built solutions.

Visit **B. Braun OEM** at **Stand 4E32**.

New Services for Elemental Impurities Mandate



Butterworth Laboratories is launching its ICP-MS service at ICSE Paris. The Agilent 7700x ICP-MS was purchased in anticipation of the USP's new forthcoming procedure, Elemental Impurities <233>. This new procedure replaces the simple colorimetric test to an instrumental method based

on either ICP-MS or ICP-OES using closed-vessel microwave digestion. The addition of the IP-MS enhances the company's existing capabilities of ICP-OES and Flame AA in trace metals analysis.

Visit **Butterworth Laboratories** at **Stand NE21**.