

SMALL PHARMA, BIG OPPORTUNITY

SHOULD CDMO PARTNER
SIZE INFLUENCE SELECTION
FOR YOUR LARGE
MOLECULE PROJECT?

New and emerging pharma companies often wonder whether it makes sense to choose small CDMOs more scaled to their size for drug formulation and delivery. But how rational is it to choose a small CDMO just because your company is small?

To choose the best CDMO for you, here are a few reminders to help you look beyond size.

8 REASONS TO LOOK BEYOND SIZE

1

TAPPING INTO A LARGE POOL OF SCIENTIFIC EXPERTISE AND RESOURCES.

When you experience resource and personnel constraints, tapping into an extensive pool of scientific expertise can be an asset to your large molecule project. In early development, a large CDMO's scientific expertise can help proactively diagnose and address development challenges to avoid time-consuming and costly rework.

2

BUILDING OUT ROBUST PROCESS DEVELOPMENT.

To achieve high quality and sustainability within your product's life cycle, building out a robust process with agility and flexibility will set you up for success as you scale. Working with a larger CDMO can give you access to a dedicated and experienced team while ensuring an optimal process that is tailored to your unique challenges and needs.

3

EXPERIENCE WITH MOLECULE TYPES MY COMPANY IS DEVELOPING.

Larger CDMOs can have more robust experience with various molecule types than smaller CDMOs have. If your large molecule and process are unique, a larger CDMO will have a vast network of knowledge and experience to strategically address the complex issues hindering your ability to go to market.

4

ABILITY TO SCALE FROM DEVELOPMENT TO COMMERCIALIZATION.

There are a variety of short- and long-term benefits when working with a larger CDMO throughout a product's life cycle. In some cases, a smaller CDMO might not have the robust solutions needed to remove barriers and solve the challenges encountered in each phase. If you get to a point where you have to transfer your project to another CDMO, that can hinder your project's progress and cause significant financial impacts.

Remember that you can always find small, nimble and highly efficient teams within large CDMOs. Regardless of CDMO size, what you should seek out is a firm that will act as your advocate.

To find out more about how Thermo Fisher Scientific delivers small-CDMO passion within a large-CDMO organization, visit us at

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DEALING WITH COMPLEX FORMULATIONS.

Depth of knowledge is crucial across different formulation processes. This is especially true in the case of complex formulations, where many problems that will impact commercial scalability can start in the development phase. It's also critical to be able to leverage a network of expertise across your CDMO's sites.

6

SMALL CDMOs MAY TAKE ON TOO MUCH AT ONCE.

In smaller CDMOs, close contacts you enjoy now could become distracted by a rising volume of work with other clients that compete for their time. Such distractions can compromise a project manager's ability to escalate client problems.

7

YOUR CDMO SHOULD HAVE A PLAN B (AND C).

Regardless of partner size, discuss a Plan B and even a Plan C as backups based on your molecule's formulation data. If the partner recommends a service and you don't agree to it right now, have them price it and list it as optional in the contract. That way you've already budgeted for contingencies.

8

GLOBAL FLEXIBILITY TRUMPS LOCAL PROXIMITY.

Despite the benefits of working with a CDMO that is physically close, an experienced CDMO with a large distributed network is an asset, especially if you develop in one country and then change your plans and want to expand to others.