

Contract Research in India – or Indiana?

During the last year we've heard a great deal in the trade press about outsourcing contract research to India. As with nearly anything the press does, there is a herd mentality; reality is quite different. While India is especially interesting for sourcing synthetic intermediates and active pharmaceutical ingredients, and also has some traction for larger clinical trials on third world diseases, I'd like to advocate a contrary notion. Outsourcing research activities to Indiana is a better alternative. Indiana is smaller. Indiana is closer. Indiana has great Indian restaurants, sushi bars and hundreds of Chinese restaurants as well. Indiana has an exemplary track record at speaking English a little more slowly. We are superb at protecting intellectual property for well over a hundred years, not just a few. While you can make great progress if you fly to Delhi or Mumbai, think about what you can do if you fly to the Indianapolis airport (IND), the Indiana analog to New Delhi.

Just 30 minutes east of the Indianapolis airport you will find a superb contract research boutique in MicaGenix (www.micagenix.com). MicaGenix has great facility for immunogenicity testing and a lot more. MG and BASi have a number of common clients. Even closer, just 15 minutes east of the airport, you could be at INCAPS, a superb contract research proteomics shop (www.indianacaps.com), and 15 minutes north you will find a BASi office and PreClinomics with expertise for animals models of diabetes and obesity (www.preclinomics.com). Drive south to Bloomington, a one-hour trip, and you've got KP Pharmaceutical Technology, an excellent cGMP formulations design and production boutique, and BioConvergence in a brand-new facility where they focus on services for parenteral products (www.bioconvergencecellc.com). Cookpharmica, also in Bloomington, is developing capacity for contract production of biologicals using mammalian cell bioreactors (www.cookpharmica.com). Keep going southwest and you'll eventually hit Evansville where a BASi preclinical site has been delivering quality data for INDs and NDAs for over 25 years in species from mice to primates.

Venturing up Interstate 65 from Indianapolis, you come to West Lafayette, the home of BASi and its closely affiliated training and research academy, Purdue University, home of the Boilermakers and the Businessmakers. Purdue has really taken life sciences up a notch since its founding in 1869 with Discovery Park (<http://web.e-enterprise.purdue.edu/wps/portal>) and the Purdue Research Park (www.purdueresearchpark.com). Kent Avenue in the Research Park has many of the pieces of a full-service CRO. BASi can carry out preclinical ADME, exploring bioavailability via oral and IV routes, blood-brain barrier penetration, behavior monitoring and a lot more. SSCI can then evaluate your pharmaceutical solid with world-class expertise in polymorph characterization and can even help defend your patent. The Chao Center across the street from SSCI can take that solid and formulation design and produce a cGMP lot for your clinical trial (www.thechaoenter.com). BASi can take those tablets and carry out the clinical trial and associated bioanalytical and pharmacokinetic analysis using 50 LC/MSMS systems fed by Indiana-controlled robots.

Taconic and Harlan are research animal suppliers right here in Indiana. Covance is also here, but they've lost the boutique status the rest of us enjoy.

There is much more to say about Indiana, but our humility prevents it. After all, we'd rather get things done than talk about them. Besides, we hold our confidentiality agreements sacred.

So the next time you hear that outsourcing to India is compelling, you'll know the real story is right here in Indiana. Come see us soon.



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