

# THE INDIANAPOLIS STAR

CITY FINAL

"Where the Spirit of the Lord is, there is Liberty." 8 Cor. 3:17

## INDIANA CONNECTION

Once a new compound or protein is discovered, it must move through several phases of development. These are some Indiana firms that offer services in each phase, as well as some that provide other services.

### DISCOVERY

BioAnalytical Systems, West Lafayette.  
Covance, Indianapolis.  
Harlan Sprague Dawley, Indianapolis.  
Indiana Centers for Applied Protein Sciences, Indianapolis.  
SSCI, West Lafayette.

### PRECLINICAL

BioAnalytical.  
BioConvergence, Bloomington.  
Cook Pharmica, Bloomington.  
Covance.  
Harlan.  
KP Pharmaceutical Technology, Bloomington.  
SSCI.

### PHASE I CLINICAL TRIALS

BioAnalytical.  
BioConvergence.  
Cook Pharmica.  
Covance.  
Sentry Logistic Solutions, Indianapolis.  
SSCI.

### PHASE II CLINICAL TRIALS

Baxter BioPharma Solutions, Bloomington.  
BioConvergence.  
Cook Pharmica.  
Covance.  
Sentry.  
SSCI.

### REGULATORY SERVICES

AcquiRight, Greenwood.  
Anson Group, Carmel.  
Commissioning Agents, Indianapolis.  
MED Institute, West Lafayette.  
Safis Solutions, Indianapolis.  
SSCI.

# Indiana seeks ties with biotech hubs

## Our expertise could bring drugs to market

By J.K. Wall

jk.wall@indy.com

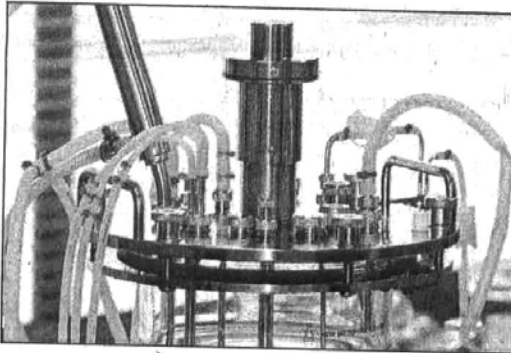
Indiana wants to take chocolate chips discovered in San Diego and turn them into chocolate-chip cookies.

At least that's one way to look at a plan to build a pipeline of deals between San Diego's biotech drug discovery firms and Indiana's drug development firms.

Companies in San Diego are renowned for discovering breakthrough biotech proteins — the chocolate chips. But they aren't well-equipped to put those morsels into tasty cookies — the actual pills and injection liquids — that help to make a drug safe, effective and more pleasant to consume.

Indiana, on the other hand, has few drug discovery firms but lots of expertise in drug development. So BioCrossroads, an economic development group in Indianapolis, wants to connect the two regions.

To do this, BioCrossroads plans to employ a person amid San Diego's cluster of biotech drug firms to promote Indiana companies and send back deals. BioCrossroads also hopes to hire a second person here to coordinate firms in Indiana to test, analyze, store, ship and manufacture the new drugs discovered in San Diego. Beyond San Diego,



**MATURE INDUSTRY:** Cook Pharmica has invested \$70 million in a Bloomington facility for contract drug manufacturing. Lilly and the state's universities add to our expertise in the development of drugs.

BioCrossroads wants to build similar deal pipelines with Boston and the San Francisco Bay area.

"What we're talking about doing is having a permanent Indiana-knowledgeable business presence in (drug) discovery centers around the country, probably starting in San Diego but certainly not limited to there," said David Johnson, chief executive of BioCrossroads.

To operate this pipeline of deals, BioCrossroads likely would create a new organization, probably as a nonprofit. Since it began more than four years ago, BioCrossroads has successfully

launched and funded a contract research business, a health information network and a medical research institute.

But how BioCrossroads will fund its plan is uncertain. Few Indiana drug development firms said they would or could put money behind the effort, although many said they would support it in other ways. Johnson said he is leaning toward funding the effort with donations from nonprofit groups. He emphasized the group would be paid for writing contracts between firms.

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## Biotech

◆ Discovery firms often outsource development work. From CI

"We can cheerlead for them, but we can't write checks," said Pete Kissinger, chief executive of BioAnalytical Systems in West Lafayette. "We have enough trouble supporting ourselves."

Johnson said his group wants to "augment" the connections Indiana businesses already have in those biotech centers. But instead of companies, one by one, pitching themselves to drug firms, BioCrossroads could offer a bundle of five or six services all at once.

Such companies as Cook Pharmica and Baxter Pharmaceuticals in Bloomington, the Indiana Centers for Applied Protein Sciences in Indianapolis, and Kissinger's BioAnalytical Systems already do business with firms in San Diego, Boston and other biotech centers. The companies in one group, the 40-member Indiana Pharmaceutical Research Alliance, also try to pass clients to one another.

BioCrossroads reasons that if a drug discovery firm had several steps of its drug's

development done in one geographic location, the new drug would get to market faster, thereby making more money for the discovery firm.

"We don't have the time to run around to 10 different cities in the Midwest who can do this stuff," said Duane Roth, CEO of CONNECT, a biotech trade group, and chief of Alliance Pharmaceutical, a San Diego drug discovery firm. "But if David (Johnson) can give us a turnkey thing, it would get some interest."

BioCrossroads hopes to publicly commence its efforts in San Diego in the first quarter of next year at a seminar on drug development.

Biotech drugs are huge in San Diego. One industry association, BIOCOM, boasts 500 members in its San Diego chapter, although not all are biotech drug companies. By contrast, Indiana has fewer than five firms discovering new drugs.

But Indiana has lots of resources to make "cookies" to surround new drugs, because of extensive development activity at Eli Lilly and Co., Cook Inc. and the state's universities. Indiana has expertise in how to test and manufacture in accordance with the heavy regulations of the Food and Drug Administration.

And, because land and labor

are cheaper in Indiana than on the East and West coasts, companies here can make those cookies at a lower cost.

Until five or 10 years ago, drug discovery firms tried to do their own development work, including manufacturing. But more and more, the discovery firms and their investors want to outsource their drug development work.

That trend is leading Cook Pharmica to invest \$70 million in a new facility in Bloomington to do manufacturing on a contract basis.

Tedd Green, director of business affairs at Cook Pharmica, said, "The biotech industry is maturing. And it's embracing outsourcing."

Also, logistics and storage firms such as Bloomington's BioConvergence and Indianapolis' Sentry Logistic Solutions started up recently to ship and store the temperature-sensitive proteins used in biotech drugmaking.

Even Purdue University's Chao Center in West Lafayette might get in the game. The center now does contract manufacturing for nonbiotech drugs, but officials there said they might get into biotech work if more deals were flowing into the state.

★ Call Star reporter J.K. Wall at (317) 444-6287.

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BioCrossroad chief executive David Johnson



**WE CAN HELP:** Melanie Strong, Indianapolis, works in a Bloomington lab for Cook, whose Cook Pharmica unit has invested in contract drug manufacturing facilities. BioCrossroads aims to build ties with drug discovery hubs to foster use of our state's drug development expertise. SAM RICHE / The Star