

## Custom Manufacturing with Richman Chemical

Richman Chemical, Inc. (RCI) has been providing project management, custom/contract manufacturing and sourcing services to the chemical and life sciences industries for more than 17 years. Founded by Edward Richman, Ph.D., in the mid-1980's, the company's business model helps clients use resources more efficiently to outsource their projects. RCI provides solutions for process development, small to large-scale manufacturing, simple to multi-step syntheses, and unit operations such as custom distillation and drying. The company offers cGMP capabilities for advanced pharmaceutical and food-grade projects, in addition to its capabilities for the specialty chemical and industrial sectors.

The origin of the business model dates back to Dr. Richman's tenure as a director of non-core business units for several Fortune 100 chemical companies. He observed first-hand the intricacies of outsourcing within the chemical industry and parlayed that experience into the establishment of the successful and rapidly growing RCI. With a 45% annualized growth rate over the past 5 years, RCI has concentrated on internal growth and human capital. This combination has allowed the company to provide timely, technically superior, value-added outsourcing production and management services at exceptionally competitive prices.

RCI works on contingency, typically investing in a project before it is completed and so has a keen interest in seeing the project through to a successful conclusion. For example, when working on one client's need to replace an imported source with a domestic manufacturer of an API, RCI discovered that most cGMP-enabled manufacturers believed the project was too small. RCI made a connection with an interested non-cGMP producer and worked with that producer to establish its first cGMP capability.

Searching for the right manufacturer can be like "finding a needle in a haystack" and is an "inefficient use of customer resources" states Richman. RCI's accumulated expertise including knowledge of a custom/contract manufacturer's technical competencies, facility capabilities and business culture, enables efficient placement of custom projects.

RCI is an independent outsourcing company and focuses its resources on optimizing the outsourcing arrangement for its client. This customer-centered strategy allows RCI to represent a worldwide network of manufacturers on a project-by-project or client-by-client basis, evaluating each opportunity separately in order to find the *best* fit.

Manufacturers are selected based on their technology, business culture, equipment capability and availability. Consequently, projects are extremely well received by potential manufacturers. RCI's involvement cuts costs, minimizes risk and helps bring new products to market faster, freeing clients to focus on their core competencies.

RCI has partnered with Strategic INFO Systems (Fairfax, VA) to develop both the Analytical Sourcing Guide (ASG) and the Custom Manufacturing Sourcing Guide (CMSG). These two new comprehensive, web-based, interactive databases are based on RCI's extensive industry knowledge and outsourcing experience, offering benefits to a multitude of end users. Each database is available through an annual subscription.

CMSG provides reliable, current, and detailed information on the capabilities of over 1100 custom/contract manufacturing facilities worldwide. This database is a tool to promote business development, to keep current on custom and contract capabilities within the industry, and to identify custom manufacturing service providers. Subscribers can match parameters such as scale of operations, processes, chemical reaction types, equipment, regulatory compliance and geographical constraints. CMSG's web-based format allows subscribers to produce qualified results to meet their needs via "smart searching" algorithms.

The Analytical Sourcing Guide contains detailed information on over 125 analytical laboratories, including their capabilities, equipment, regulatory compliance, services offered and company background. Fast and easy to navigate, ASG is a turnkey web-based solution that enables searches based on capabilities, equipment and services. ASG allows rapid identification of laboratory testing services, matching parameters such as specific test type, equipment compliance, and geographical requirements. It is also ideal as a sales and marketing tool for equipment vendors, who can quickly and easily identify

prospective customers by pinpointing their potential needs before picking up the phone to do business. Additionally, contract analytical laboratories can use the database product as a valuable competitive intelligence tool, capturing important information through the ASG listings.