

Web-based Sourcing Guides Meet Multiple Needs in the Custom Manufacturing and Analytical Laboratory Fields

Richman Chemical Inc. (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.

Both RCI and Strategic INFO have years of experience searching, documenting and qualifying manufacturers –specifically those who promote available capacity – throughout North America, Europe and Asia. Selected from a proprietary database of over 7000 contacts and 4500 companies, the 1100+ companies included in CMSG represent unique and reliable manufacturing sites. Each site entry includes, but is not limited to: site location, available equipment, chemical reactions and/or unit operations, compliance characteristics (i.e., cGMP), core competencies, website address and key contact personnel. Each information component is easily searchable and the ability to identify critical requirements during the search ensures that the results are focused to the specific needs of the user.

RCI's 17 years of analyzing and managing custom manufacturing outsourcing projects constitutes the basis for launching CMSG. It was apparent that a select group of companies interested in detailed information about custom manufacturing sites did not necessarily require the additional project management services provided by RCI. At the same time, Strategic INFO was working closely with major pharmaceutical companies to address a similar information request. CMSG, as a joint venture between the companies, became the database product to convey this information clearly, quickly, and reliably.

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.

Furthermore, ASG offers "smart searching" capability similar to that of CMSG, again using novel algorithm technology. Where ASG truly diverges from CMSG is in the nature of its content – the ASG database contains information on contract testing laboratories as opposed to custom manufacturers. Many types of tests and equipment can be selected for searches, and the database contains a variety of other categories that can be viewed.

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 via outsourcing. 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.

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