

"We can't rule out the possibility of entering India entirely," - Ruth Ryan Lessard, director, regulatory and quality assurance, Avigen Inc.

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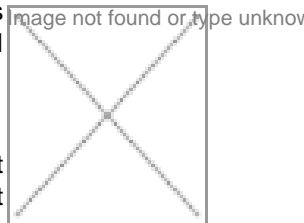


What is the unique selling proposition of Avigen?

Product development is a crucial phase for any company and we ensure that we follow effective practices and still be able to come out within the shortest possible timeframe. Saving time and costs and still produce in compliance with stability standards is what differentiates us.

Do you have any plans to enter India?

Probably not. We were talking to a company in India for our Phase I trials and subsequently the project could not take off. The company we were talking to could not express the project in a way we wanted that to be. But on a long-term view, we can't rule out the possibility of entering India entirely.



Globally, there has been a spate of mergers and acquisitions. How do you see these?

It is a good sign. For companies that are small and big, sound customer base, good technical expertise, etc. could be exchanged and transferred for better productivity and reach.

Sunitha Natti, CyberMedia News, Hyderabad