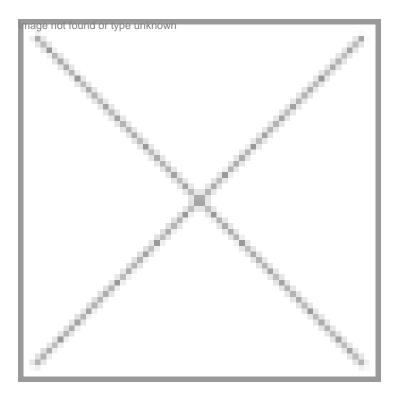


## Outsourcing buzz in Indian biotech bay

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According to a report on clinical research by the Confedera tion of Indian Industry (CII), the contract research service market is estimated to be around \$9 billion. "There is an increased global trend towards collaborative outsourcing," the CII report says. The global outsourcing pre-clinical work and clinical research accounts for nearly \$13 billion.

Human Genome Inc eager to foray in India But more importantly, according to Proximare Inc, a business consultant for pharma, biotech and related companies, over FRARamidienowasts work is likely as showts pueces to Indianayar the teek 12 months in the field of biotechnology and

Playsna Cautie Slobal Partnering Summit organized by Frost & Sullivan

in New Delhi this month. Dr William A Haseltine, founder and CEO, Human Genome a dozen pirbiolech and obarma companies that are considering outsourcing their work to India through work of energy of stating a green pirbiolech and obarma companies that are considering outsourcing their work to India through work of energy of stating of the present scenario we can precipe that are considering outsourcing their work to India through and the second stating of the present scenario we can precipe that are considering outsourcing their work to India through and the second stating of the present scenario we can precipe that around \$200 million work in pharma and related areas is likely to be outsourced to India in the next 12 months, "said Nailesh A Bhatt, managing director, Proximare. "The companies

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Diotechnology industry here offers immense opportunities for the According to Kiran Mazumdar shaw Loaimers opportunities for the According to Kiran Mazumdar shaw Loaimers opportunities for the Schillion market potential by 2010, across various industry segments, given the huge knowledge pool, a vibrant shillion market potential by 2010, across various industry segments, given the huge knowledge pool, a vibrant shillion market potential by 2010, across various industry segments, given the huge knowledge pool, a vibrant shillion market potential by 2010, across various industry segments, given the huge knowledge pool, a vibrant shillion market potential by 2010, across various industry segments, given the huge knowledge pool, a vibrant shillion market potential by 2010, across various industry segments, given the huge knowledge pool, a vibrant shillion market potential by 2010, across various industry segments, given the huge knowledge pool, a vibrant shillion market potential by 2010, across various industry segments, given the huge knowledge pool, a vibrant shillion market potential by 2010, across various industry segments, given the huge knowledge pool, a vibrant shillion market potential by 2010, across various industry segments, given the huge knowledge pool, a vibrant shillion market potential by 2010, across various industry is showing. "The industry is expected to grow at 25-30 per cent set of the present and venture capital activity, India is yet to emerge as a key player," Mazumdar-Shaw said at a Confederation of Indian Industry (CII) seminar. However, India is fast emerging not only as a destinationâ€"the prime source

Ascording the press for every an artigman and the second strain and diagnostics, but also as an international hub Expremented of the second is a set of the second of the se

quantity. Few people are aware that venture capital investment in the US picture and more pharmaceutical and life sciences, companies are adopting complex networking, collaborative and outsourcing strategies in order to blend cost efficiencies with maximized innovation in the biotection of and aggressive venture capital investment in the strategies in order to blend cost efficiencies with maximized innovation in research organizations are becoming major players in this billion-dollar industry. This is one of the main reasons for the made of a renowing to the main reasons for the leaders of a renowned forum like "World Economic Forum" to incorporate pharmaceutical outsourcing subject into their

Booopean companies from France, Sweden, among others, form the

backbone of capital investment in the US biotech industry and the same Since Brought Here World Featomic Farum about partnerships with Indian Industry (CII) have held a yearly India Economic Summer in New Delba With hundreds of senior by sinces leaders from India and abroad, foreign public personalities and membries of the dovernment and senior officials, the gathering is now acknowledged as the most important international business event in India discovered using our genomics-based technology."

Established on pagies considering outsourcing work to India include small to mid-sized pharma companies and biotech companies besides maior pharma companies is marketing gene-

based drugs to treat and cure disease. It has nine products in clinical Some of Proximate's clients includes Merck, Bristol Wyers, Souldb, Warner-Lambert, Colgate-Palmolive, Sumitomo, development, including drugs to treat such diseases as cancer inno-centive and Prizer. Most of our existing clients are keen on setting up research and development (R&D) work in India," Bhatt said.

The high quality knowledge base and low infrastructure costs are some of the key attractions of Indian biotech industry for the global audience. But it is time to understand India's own skill set for its development. Actually, it is a crucial aspect for drivers of the India's biotech ship.

Faiz Askari