

# indigo biopharma

Outsourced Drug Discovery Solutions

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PROVIDING LEADERSHIP OF  
OUTSOURCED COLLABORATIONS  
FOR PHARMA / BIOTECH  
COMPANIES, VC FIRMS AND  
ACADEMIC INSTITUTES

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# BACKGROUND

Founder Greg Luedtke received his Ph.D. in organic chemistry from Montana State University and carried out his post-doctoral training at Stanford University.

He resided in India for 5 years helping to set up and manage a medicinal chemistry facility for the Indian CRO Sai Life Sciences. While in the role of Associate VP he had the pleasure to oversee more than 175 chemists working on numerous research projects for global clients.

Prior to this he worked as a medicinal chemist at Scios (a Johnson and Johnson company) where he was the Research Team Leader for their p38 kinase inhibitor program, taking 2 molecules into clinical trials.

This diverse background has given him a unique, in-depth perspective on the effective management of outsourced drug discovery collaborations from both a provider and client viewpoint. His aim is to utilize this knowledge to reduce outsourcing risk and increase overall efficiency for his client's programs.

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# SERVICES INCLUDE:

- ▶ Development of outsourcing strategies
- ▶ Identification of appropriate, quality vendors based on project requirements
- ▶ CRO audits, assistance in contract negotiations and project start up
- ▶ Design and management of discovery projects
  - ▶ Medicinal chemistry
  - ▶ Process R&D / Scale-up
  - ▶ Biology / DMPK / Toxicology
  - ▶ Integrated programs

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- ▶ Troubleshooting technical issues
- ▶ Management of client – CRO interactions, ensuring clear communication
- ▶ Implementation of collaborative software, ELNs
- ▶ CRO efficiency monitoring
- ▶ Ensuring accurate reporting
  - ▶ Interim reports to monitor progress and aid in troubleshooting problems
  - ▶ Final reports useful for patent writing purposes, publications

# REDUCE RISK – IMPROVE COST EFFICIENCY VIA:

- ▶ Proven experience in management of drug discovery outsourcing from both a client and provider perspective
- ▶ A demonstrated ability in effectively leading CRO scientists
  - ▶ Exceptional cross-cultural awareness
  - ▶ Ability to keep teams energized, focused and productive
- ▶ Knowledge of outsourcing impediments and methods to mitigate them
- ▶ An ability to quickly identify obstacles to successful collaboration
- ▶ Frequent onsite visits
  - ▶ In-country representation for client
  - ▶ Direct oversight at critical project time points
  - ▶ Maintaining solid personal working relationship with CRO scientists

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- ▶ Optimized approaches suited for each client
  - ▶ Extensive experience in managing projects for broad array of client types
  - ▶ Right mix of oversight / management tools dependent upon project needs

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# ADDITIONAL CONSULTING SERVICES

- ▶ Medicinal chemistry consulting
  - ▶ Due diligence
  - ▶ SAR evaluation
  - ▶ Troubleshooting
  - ▶ Hit finding / lead identification / optimization
- ▶ Optimization of existing outsourced collaborations
  - ▶ Review existing collaborative practices, develop specific efficiency improvements
- ▶ IP consulting
  - ▶ Evaluate IP landscape around assets
  - ▶ Develop patentability strategy / freedom to operate
  - ▶ Patent writing
- ▶ Cross-cultural management