



**Tufts Center for the Study
of Drug Development**

**BECOME A
CORPORATE SPONSOR**

Drug development through 2010
will be guided by the need to . . .



Build company pipelines.

Contain or lower development costs.

Reduce late-stage failures.

Satisfy global regulatory requirements.



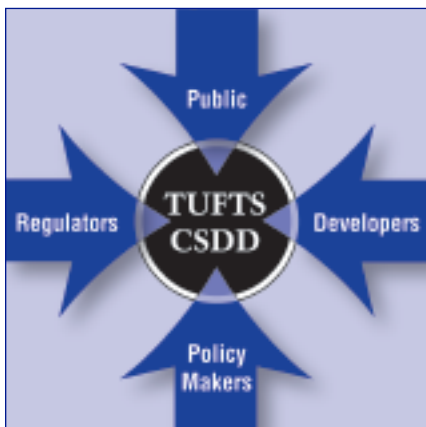
The Tufts Center for the Study of
Drug Development remains committed
to improving the efficiency of drug
development through independent
research and analysis.





TUFTS CENTER FOR THE STUDY OF DRUG DEVELOPMENT

The Tufts Center for the Study of Drug Development operates at the intersection of a critical, ongoing dialogue on the nature and pace of research-based drug development.



By creating rigorous quantitative assessments on a broad range of drug development issues, we enable the key parties concerned with drug development to speak a common language.

The Tufts Center answers key industry questions:

What does it cost to develop a new drug and bring it to market?



What are the most current industry performance benchmarks?



What can we learn from firms that use cross-functional teams to improve R&D efficiency and enhance output?



What has been the industry's experience with regulatory mechanisms for accelerating product development and review?

When drug developers, regulatory agencies, legislators, and business and research organizations need the best information on the nature and pace of drug development, they turn to the Tufts Center for the Study of Drug Development.





WE ADVOCATE FOR IMPROVED R&D EFFICIENCY

Since 1976 we have worked closely with drug developers of all sizes, as well as government regulatory authorities in the U.S. and abroad.

We collect data from the people who create it — research-based pharmaceutical and biotechnology companies. They cooperate with us because they know we will create a comprehensive and objective picture of the drug development process while strictly ensuring that proprietary data are not disclosed.

Mergers, political change, and a highly competitive marketplace are forcing pharmaceutical and biotech companies to focus on ways to boost productivity and increase the quality and efficiency of new drug R&D. Helping companies understand these external forces and how to improve performance is what Tufts CSDD is all about.

Dr. Kenneth I Kaitin
Director

Then we analyze the data. Our senior researchers bring a multi-disciplinary perspective and decades of experience to bear on drug development issues that are of pressing concern to the industry, regulators, and the public.

Finally, we actively disseminate our findings — directly to our Sponsors and publicly through Congressional testimony, publications, public forums, and in frequent interviews with the world's leading news organizations.

While we advocate for improved R&D efficiency, we are not a lobbying group, and we do not represent the interests of an industry or special interest group.



INDEPENDENT RESEARCH THAT MAKES A DIFFERENCE

Tufts CSDD, at Tufts University in Boston, Massachusetts, has been engaged in developing path-breaking research studies for more than 25 years. They include:

- The only ongoing comprehensive study of the cost to develop a new drug.
 - Evaluation of the R&D effort of the U.S. pharmaceutical industry.
 - Comparative assessment of biotechnology product discovery, development, and marketing rates among the U.S., Europe, and Japan.
 - Comprehensive analysis and review of pediatric research incentive programs in the U.S.
 - Comparative analysis of new drug and biopharmaceutical approval times in Europe and the U.S.
 - Development of a model that quantifies the cost savings that can be achieved by improving product success rates and shortening development cycles.
 - Comprehensive assessment of the impact of FDA's new fast track program on total development times.
 - Comparison of the rate of drug withdrawals in major markets due to safety reasons.
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DRUG DEVELOPERS WORK WITH US BECAUSE THEY TRUST US

Our ability to assess the state of new drug development — to inform R&D, marketing and sales, manufacturing, and strategic planning decisions — is unrivaled.

While drug companies may be familiar with their own performance metrics, they often will not share that information directly with their competitors. But they will disclose it to us, because they know that we aggregate company specific data with data we collect from other firms to generate an authoritative picture of the state of innovation across the industry.

As the debate on drug development heats up, the need for the most accurate information becomes more critical than ever — to the industry, regulatory authorities, and the public.

Our work over several decades has enabled us to develop a unique information base that allows us to track trends and evaluate current R&D productivity levels. No one else can do this because no one else has this information.

Dr. Christopher Milne
Assistant Director



WE INVITE YOU TO BECOME A CORPORATE SPONSOR

Continuing the type of research that improves R&D efficiency and productivity depends on obtaining adequate funding. We therefore invite you to become a Corporate Sponsor of the Tufts Center for the Study of Drug Development.

Current Corporate Sponsors include pharmaceutical and biopharmaceutical companies, contract research organizations, trade associations, and other organizations committed to advancing the understanding of drug development activity in the U.S. and abroad.

Corporate Sponsors make unrestricted grants to Tufts CSDD to support our research agenda, and agree to an annual minimum level of support based on company size and type.

Corporate Sponsors receive the following benefits:

- Opportunity to submit data for confidential use in Tufts CSDD studies.
 - Confidential benchmarking reports.
 - Periodic on-site briefing concerning the current status of ongoing studies.
 - Priority access to Tufts CSDD information services.
 - Telephone contact with Tufts CSDD research staff.
 - Complimentary annual *Tufts CSDD Impact Report* subscriptions.
 - Reduced registration fees for Tufts CSDD courses, conferences, and workshops.
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A CONTINUING DIALOGUE

We are constantly in touch with our Corporate Sponsors — in person, on the phone, at their sites, and at conferences.

Corporate Sponsors are always welcome to visit us at our Boston office, and they frequently do.

If you would like to learn more about the Tufts Center for the Study of Drug Development, please feel free to...

- Visit our website at <http://csdd.tufts.edu>
- Attend one of our seminars, workshops, postgraduate courses, or public forums. A current calendar is available on our website.
- Contact our Director, Dr. Kenneth I Kaitin, or our Assistant Director, Dr. Christopher-Paul Milne.

We look forward to working with you.

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