

# ASPIRAS – the development services integrator

Time is the key factor in bringing a new drug to the market. Finishing on time can decide the profitability of a program. Therefore the size of the team has to fit the program. External resources can help to bridge shortages in order to avoid delays in the schedule due to a lean own manpower. The cooperation with external partners who are prepared to share laboratory competences can help to accelerate the project significantly.

ASPIRAS assists pharmaceutical and biotechnological companies in managing a virtual R&D department with the right external partners for toxicological testing, galenical development, clinical testing and regulatory services. Based on a long-standing international experience within pharma management ASPIRAS provides solutions and brings together national and international partners and other service providers.

## The company

A young team of experts has joined forces under the umbrella of ASPIRAS to offer pharmaceutical know-how based on theory and practice, proven project management skills and financial expertise.



The team is headed by Cathrin Pauly who collected industrial experience during her time with Madaus and Schwarz, Asta Medica and Rhone-Poulenc. Almost all team members have

acquired qualifications in both natural sciences, e. g. medicine, biology, chemistry, and economics. Thereby a market-oriented approach partnered with a deep insight into the scientific issues of a project is safeguarded. Together with clients ASPIRAS analyses and evaluates specific issues, manages projects and takes care of the implementation of custom-made concepts.

## Project management services

ASPIRAS supports the project team in every aspect from the strategic selection of partners via the planning of the venture through to financial statements. Based on a sound analysis ASPIRAS is defining the goal of a particular project together with the client. This is followed by target-oriented project planning regarding time, capacity, human resources and funding.

ASPIRAS offers a broad knowledge base in all areas of project management: project target identification, realistic project planning, project implementation and control, transfer to the relevant function within the company, project documentation.

ASPIRAS helps you to achieve a registrable data package in each individual development phase so that considerable value is added for licensing arrangements of projects at each phase. So ASPIRAS' clients can concentrate on their core competences.

## Business development services

Identification of options for business development and hands-on operation in this area is another forte of ASPIRAS. ASPIRAS identifies potential partners and gives support in negotiations allocating the right value to a specific technology. Considering the competitive situation and the market structure



ASPIRAS evaluates individual projects as well as whole portfolios of projects and products and entire companies. The evaluation is based on the relevant market and takes competitors into account.

Tools for economic evaluation at ASPIRAS include Profit & Loss Statements, calculation of indices like Net Present Value and Internal Rate of Return, Matrices for evaluation of portfolios. ASPIRAS is prepared to develop individual tools according to customer's needs in order to achieve best results. Clients can rely on ASPIRAS to convert R&D projects into successful products.

## Other services

For special issues, e.g. in the area of healthcare politics, regulatory issues or start-up financing ASPIRAS is supported by knowledgeable experts from relevant areas. Contact ASPIRAS and consider your projects done - with high quality, sound pragmatism and high efficiency!

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