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Frost & Sullivan Debuts The Paradigm Shift

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Asia Pacific Clinical Development and Outsourcing Summit 2006: Understanding the Paradigm Shift

Frost & Sullivan Healthcare Practice Asia Pacific successfully inaugurates the **Asia Pacific Clinical Development and Outsourcing Summit 2006: Understanding the Paradigm Shift** on May 5, 2006 at the Grand Copthorne Waterfront Hotel. Recognized as the premier industry event and first of its kind in Asia Pacific, organizers hope to gather clinical research, life sciences, pharmaceutical, biopharmaceutical and medical device industry leaders to acquire and share knowledge and information that will advance the state of healthcare. " Lines are blurred among pharmaceuticals, lifesciences, providers, clinicians and payers in the provision of care, access and safety. Healthcare spending is increasing at an exorbitant pace- a recent report said that in 2010, healthcare spending for 24 countries is expected to be 10 trillion- almost double of what is today," says Frost & Sullivan's Vice President of Healthcare, Asia Pacific, Reenita Das.

Frost & Sullivan had distinguished speakers from overseas and local clinical research, life sciences, pharmaceutical, and biopharmaceutical sectors to conduct a series of conferences.

This summit afforded attendees the opportunity to meet and network, with the leading solution providers and market drivers from diversified industries. All in one place, all at one time: A unique community, hundreds of senior healthcare industry executives gathered for networking, brainstorming, benchmarking, research, and more. The growing list of CEOs, presidents, divisional directors, VPs of marketing, business development, corporate strategy, R&D, chief science / technology officers, finance, operations executives and in turn, become a part of a dynamic healthcare future.

Saluting the Asia Pacific region's finest clinical research organizations, Frost & Sullivan then hosted the 2006 Frost & Sullivan Asia Pacific Healthcare Best Practice Awards in conjunction with the Summit. Held for the debut year, the Awards seek to recognize companies that have pushed the boundaries of excellence - rising above the competition and demonstrating outstanding performance in the clinical research outsourcing industry in Australia, China, Singapore and Taiwan for base year of 2005.

"With today's event we see a culmination of a year long process of evaluation, research, and analysis performed by our analysts in Asia. Thousands of hours have been spent speaking to industry stakeholders, end-users, clinical research directors, clinical operations/medical directors, senior executives at major CRO's in Asia. Based on this research, all short listed companies were presented to a group of panelists comprising of a mix of media, investment analysts, key opinion leaders, and Frost & Sullivan executives. We are gathered today to announce the list of nominated companies and honor the award recipients" adds Ms. Das.

Attended by over 200 guests, this much-awaited day for the regional clinical research outsourcing industry, the 2006 Frost & Sullivan Healthcare Best Practice Awards banquet presented 10 prestigious titles.

Frost & Sullivan congratulates all the outstanding recipients of the 2006 Frost & Sullivan Asia Pacific Healthcare Best Practice Awards.

Category Award Recipient

Multinational CROs

1. [Multinational Clinical Services Provider of the Year – Quintiles East Asia Pte Ltd](#)

Quintiles East Asia was established in 1995 in Singapore, as a subsidiary of Quintiles Transnational Corporation and today operates throughout the Asia-Pacific region. It offers the full spectrum of clinical development services, including clinical research, data management, regulatory affairs and consulting to pharmaceutical and biotechnology firms.

Quintiles East Asia offers clinical trials of all 4 phases to pharmaceutical and biotech companies. It has approximately 320 clinical research staff in the region with majority in Australia and Southeast Asia. Out of these, the company employs approximately 200 CRAs throughout the Asia-Pacific region.

Quintiles East Asia has a diverse therapeutic experience with special focus on Central Nervous System, Oncology, Cardiology, Thrombosis, Respiratory, Urology, Endocrinology, and Infectious diseases.

Since 1995, Quintiles East Asia has gradually expanded to provide services in Australia, Malaysia, Philippines, Taiwan, China, New Zealand, Singapore and Thailand. In 2005, it set up offices in Indonesia and Vietnam. Quintiles East Asia conducts multi-country trials to ICH GCP and global regulatory standards.

2. Multinational Laboratory Services Provider of the Year - Covance Pty Ltd

Covance is a multinational drug development services company. Its services include preclinical and clinical development services, delivered by way of non clinical testing services, a central laboratory network, and a team of clinical trial professionals.

Covance has central laboratory expertise in about 40 therapeutic areas. The central laboratory can perform tests for viral infectious diseases, including HIV, hepatitis, HPV, Herpes, Influenza and other viral diseases. Covance's HIV and hepatitis portfolio includes serological, viral load, genotyping, and flow cytometry assays.

Covance has central laboratory teams in Singapore, China and Australia in the Asia Pacific region. The Singapore laboratory conducts time-sensitive tests and processes shipments from Malaysia, South Korea, Taiwan, Hong Kong, Philippines, Indonesia, Thailand, China and India. Covance has partnered with the Centre of Laboratory Medicine of Hua Shan Hospital in Shanghai to provide laboratory services in China.

3. Most Promising Multinational CRO of the Year – MDS Pharma Services

MDS is an integral part of MDS Inc. In the Asia Pacific region, MDS has established central laboratories and global clinical development services in China and Singapore. It also has centralized ECG services, in Singapore and comprehensive pharmacology services in Taiwan.

MDS' main therapeutic areas of expertise are Oncology, Cardiovascular, Endocrinology, Anti-infective, Gynecology, Hematology, Musculoskeletal, Neurology, and Respiratory.

Currently, MDS has around 60 employees in the Asia-Pacific region. The year-on-year growth has been high as many new offices have been setup in the last year.

In 2005, MDS opened new offices in Malaysia, Thailand and Australia. It invested about US\$0.6 million to expand its facility in Singapore. Also, during the year, it established partnerships with CROs in India, Japan and South Korea for providing clinical development services in those regions.

4. Multinational CRO of the Year - Quintiles East Asia Pte Ltd

Asian CROs

1. Asian Clinical Services Provider of the Year – Protech Pharmservices Corporation

PPC was founded in Taipei in 1997 and offers Phase I-IV clinical trials. It has conducted clinical trials involving an implantable medical device and has received approval for phase II botanical clinical trials in Taiwan. PPC also operates a central laboratory along with a bioanalytical laboratory and a 50-bed pharmacokinetic study unit in Taiwan.

PPC provides a broad spectrum of clinical trials management (Phase 1-1V) services, pharmacokinetics/pharmacodynamics services, central laboratories services, pharmacoeconomics study, quality assurance support and audits, botanical products R&D planning along with training and consultations. PPC conducted more than 60 multinational clinical trials in 2005.

PPC has operations in Taiwan, Singapore, Malaysia, Hong Kong, China, Japan, Australia and Indonesia within the Asia-Pacific region. It has expanded its operations in USA and India. Clinical trials management services are provided in almost all its locations with services like central laboratory and bioanalytical services provided from Taiwan.

2. Asian Growth Strategy of the Year – Excel PharmaStudies

Headquartered in Beijing, Excel Pharma is the largest domestic CRO in China providing full clinical development services.

Excel Pharma provides a full range of services including product registration, project management, clinical trial monitoring for Phase I to IV registration, monitoring for global trials, patient recruitment, data management, statistical analysis and clinical research-related consulting services.

Its therapeutic areas of strength include cardiovascular diseases, endocrinology, infectious diseases, gastroenterology, respiratory diseases, medical imaging, oncology, dermatology, ophthalmology, gynecology, urology, rheumatology and hematology.

Excel Pharma has clinical researchers based in China's 5 largest cities - Beijing, Chengdu, Shanghai, Guangzhou and Nanjing. Its operations are focused on China. However, it recently opened an office in the United States.

3. Asian CRO of the Year (Australia) – Novotech (Australia) Pty Ltd

Novotech was established in the year 1996 and today it is the largest independent CRO in Australia. It offers the full spectrum of clinical development services including clinical research, data management, regulatory affairs and consulting to pharmaceutical and biotechnology firms in Australia and New Zealand.

Novotech has a diverse therapeutic experience with special focus on Oncology, Ophthalmology and Cardiology trials. It conducts approximately 40 clinical trials every year, out of which nearly 80% are in Phase II & III, with remaining in Phase I. Around 60% of all trials are carried out for biotech firms and 40% for pharmaceutical firms.

Novotech's head office is situated in Sydney. It also has regional offices in Melbourne and Brisbane, and fieldwork staff based in Perth and New Zealand. In 2005, Novotech established its presence in the US with the aim to bring more clinical trials from US-based biotech firms to Australia. It also has a worldwide reach through its subsidiary in the United Kingdom and through key external partnerships and strategic alliances in North America and other regions.

4. Asian CRO of the Year (China) – Excel PharmaStudies

5. Asian CRO of the Year (Singapore) – Gleneagles CRC Pte Ltd

GleneaglesCRC, headquartered in Singapore, is a wholly owned subsidiary of Parkway Hospital Singapore Pte Ltd, which is an integrated private healthcare provider in the region. GleneaglesCRC provides clinical trial services to pharmaceutical, biotech and medical device companies to conduct trials in the Asia-Pacific region.

GleneaglesCRC is a full service CRO. It provides clinical trial monitoring services, regulatory services and statistical services in the region. GleneaglesCRC has conducted around 45 clinical trials in 2005. It has data management operations in China for catering to the local clinical trials market. Another data management centre is expected to be operated in Philippines to cater to clients requiring post marketing studies in the region. GleneaglesCRC has a wide range of therapeutic expertise in the medical and surgical areas including women and children's health.

GleneaglesCRC is based in Singapore, and has satellite offices in Bangkok, Manila, Beijing and Shanghai. Currently, it also conducts clinical trials in South Korea, Australia, Vietnam, New Zealand and Hong Kong.

6. Asian CRO of the Year (Taiwan) – Apex International Clinical Research

APEX was founded in the year 1999 in Taiwan. It provides a wide array of services such as global project management, regulatory affairs, clinical monitoring, data management, statistical analysis, and medical writing.

APEX is a full service CRO, with a major focus on clinical trial services. APEX conducted more than 100 clinical trials in 2005, focusing primarily on international trials. Majority of the clinical trials conducted were in Phase III, followed by Phase I, Phase II, and Phase IV. Almost all of its clients are global pharmaceutical and biotech companies, while 65% of the total trials are for pharmaceutical sponsors. APEX's top four therapeutic areas of focus include Oncology, Cardiovascular, Diabetes, and Infectious Diseases.

APEX has operations in Taiwan, South Korea, China, Singapore, Hong Kong, Malaysia, Thailand and Australia. In 2005, it expanded into Philippines.

About the Frost & Sullivan Asia Pacific Healthcare Best Practice Awards

Founded in 1961, Frost & Sullivan is recognized as a global leader in growth consulting. Frost & Sullivan Awards, introduced globally four years ago are presented to companies that demonstrate best practices in their industry, commending the diligence, commitment, and innovative business strategies required to advance in the global marketplace. This year, Frost & Sullivan's Healthcare Practice seeks to recognize leaders in the pharmaceutical and biotech Contract Research industry in Asia Pacific. The awards are presented to companies that demonstrate best practices in their industry, commending the diligence, commitment, and innovative business strategies required to advance in the global marketplace. Benchmarked against the highest standards of measurement criteria, the recipients of these awards indeed represent the best-in-class in Asia Pacific. For more information on the awards, research and judging process, and past recipients, please visit <http://www.cros summit.com/>

About Frost & Sullivan

Frost & Sullivan, a global growth consulting company, has been partnering with clients to support the development of innovative strategies for more than 40 years. The company's industry expertise integrates growth consulting, growth partnership services, and corporate management training to identify and develop opportunities. Frost & Sullivan serves an extensive clientele that includes Global 1000 companies, emerging companies, and the investment community by providing comprehensive industry coverage that reflects a unique global perspective and combines ongoing analysis of markets, technologies, econometrics, and demographics. For more information, visit <http://www.frost.com/>

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