

COMPANY: Branded Pharmaceutical Company

SPECIALTY SERVED: Ophthalmology

APPROXIMATE ANNUAL REVENUE: \$500 million



ISSUE PRESENTED: As a recent entrant in the ophthalmic space, this firm's sterile plant capacity was designed to accommodate escalating demand. Initial capacity at the plant exceeded launch demand, creating operational efficiency issues.

PHARMAGUIDES ACTION: Working with the company's CMO, PharmaGuides utilized their C-level relationships to broker contracts to produce other pharmaceuticals at the firm's sterile plant.

RESULTS: Organization gained efficiencies at the sterile plant, reaching capacity production through PharmaGuides brokered partnerships. The partner contracts are structured to allow the firm to continue to meet demand for its own products through the product lifecycle.

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