

# **DEL BioPharma LLC**

Serving the Biopharmaceutical Industry  
from Discovery to Commercial

# Key Sectors Served

- Virtual and Semi-virtual Startup Companies
- Established Biopharmaceutical Companies
- Venture Capital Firms

# Virtual and Semi-Virtual Startups

## DEL BioPharma Provides:

- Organic Chemistry Expertise
- Drug Discovery/Medicinal Chemistry Expertise
- Streamlined Resource Management-Strategies supporting fully integrated drug discovery efforts requiring minimal resources
- Effective Outsourcing Management
- Relationships with CROs in India, China, US, UK, Europe and Canada

# Virtual and Semi-Virtual Startups

## DEL BioPharma Cost Benefits:

- **Faster Implementation of Projects** - Established relationships with CROs minimize set-up time
- **Faster Delivery of Projects** - Efficient outsourcing management minimizes time to project completion
- **Lower Operating Budgets** - Strategic design of fully integrated drug discovery programs focuses on minimizing dedicated headcount operating budgets
- **Lower Infrastructure and Overhead Costs** - Use of non-dedicated personnel minimizes required infrastructure and overhead

# Virtual and Semi-Virtual Startups

## DEL BioPharma Case Studies:

**Client A** - DEL BioPharma was asked to evaluate why a literature compound did not perform as reported.

Examination of data revealed that the target compound was incorrect due to the CRO modifying the synthetic route. By applying the published synthesis, the desired product was generated.

**Client B** - The client company had minimal chemistry expertise. DEL BioPharma was asked to commission the synthesis of a published anti-viral agent. The project was completed through an India-based CRO on time and on budget.

# Virtual and Semi-Virtual Startups

## DEL BioPharma Case Studies:

**Client C** - DEL BioPharma provided scientific and strategic guidance to executive team in the form of:

- Focused corporate timelines/goals
- Specification of necessary proof-of-concept data
- Identification and scope of intellectual property
- Interface between senior management and scientific advisory board
- Filing of multiple SBIR grant applications

**Current Clients** - At present, DEL BioPharma is designing, implementing and managing integrated CMC development programs for several clients.

# Established Companies

## DEL BioPharma Provides:

- Strategies for streamlining discovery efforts with focus on “forced failure” which allows resources to be directed to programs most likely to succeed
- 3rd Party evaluation of internal activities with focus on improving efficiencies and minimizing discovery costs
- Outsource management services spanning India, China, US, UK, Europe and Canada

# Established Companies

## DEL BioPharma Cost Benefits:

- **More Efficient Spending** - “Forced failure” of existing programs prevents downstream spending on programs likely to fail
- **Improved Research Pipelines** - “Forced failure” model enables development of high quality research pipelines
- **Lower Operating/Infrastructure/Overhead Costs** - Improving efficiencies by outsourcing routine work and focusing headcount on critical tasks
  - reduces research time
  - supports development pipelines
  - reduces surplus infrastructure

# Established Companies

## DEL BioPharma Case Studies:

**Client D** - DEL BioPharma was asked to prepare a novel heterobifunctional PEG in competition with an established CRO. DEL BioPharma completed the project ahead of the CRO and provided tech transfer services which enabled the CRO to prepare the required material.

**Client E** - DEL BioPharma provided novel strategies for the preparation of difficult-to-obtain raw materials. Proposed strategies were proven to work.

# Venture Capital Firms

## DEL BioPharma Complements Internal VC Resources by Providing:

- Objective technical evaluation of potential portfolio companies
- Full support of portfolio company technical needs including:
  - Outsourcing
  - Strategic program implementation

# Venture Capital Firms

## DEL BioPharma Cost Benefits:

- **Reduced Risk to Investors** - Objective technical evaluation of potential portfolio companies minimizes capital risk
- **Improved Budget Efficiency** - Support of portfolio company technical needs minimizes amount of required operating capital

# Venture Capital Firms

## DEL BioPharma Case Studies:

DEL BioPharma is currently assisting several clients in raising venture funds. Technologies include:

- Monoclonal antibodies
- Nanoparticles
- Microfluidics
- Small molecule therapeutics

# DEL BioPharma Experience

- **35+ Years of Organic Chemistry Experience** across all structural classes
- **30+ Years of Drug Discovery/Development Experience**
  - > 10 programs advanced to human clinical trials
  - 3 programs advanced to phase 3 clinical trials
  - 1 product achieving marketing approval
- **Cross-Functional Management** of PK/ADME, formulation, toxicology, computational and process development and formulation development

# Additional Resources

**DEL BioPharma addresses all additional R&D needs through relationships with providers of the following:**

- Quality Assurance
- Pharmacology
- Bioanalytical
- Regulatory
- Fill and finish
- API manufacturing
- Formulation development
- Clinical trial management
- Project management
- Management training

# Contact

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