

*Biopharmaceutical Contract Manufacturing:
Best Practices Pricing Study 2008*

Presented by

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FORWARD AND ACKNOWLEDGMENTS

HighTech Business Decisions conducted the market research and wrote the report, *Biopharmaceutical Contract Manufacturing: Best Practices Pricing 2008* to provide an analysis of the biopharmaceutical contract manufacturing market's best practices in pricing and contract agreements. The research was specifically designed to understand pricing structures and actual prices, payment terms, and contractual agreements. In-depth data collected from both pharmaceutical and biotechnology company users as well as contract manufacturers allowed for an objective analysis of individual pricing practices while respondent names remain anonymous.

We thank the 49 respondents from pharmaceutical, biotechnology, and contract biomanufacturing companies who took the time to share their insights, opinions, and pricing practices with us. We thank our sponsoring companies, who supported this project with their ideas, suggested topics, and funding for the first few months of this project.

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We hope that our clients obtain significant value from this report to help ensure the success of their future business.

William Downey, MBA
President

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Biopharmaceutical Contract Manufacturing: Best Practices Pricing Study 2008

TABLE OF CONTENTS

Chapter 1:	EXECUTIVE SUMMARY	
	1.1 Introduction	1-1
	1.2 Industry Pricing Trends	1-2
	<i>1.2.1 Opinions Regarding Industry Price Changes</i>	1-2
	<i>1.2.2 Estimates of Return-on-Sales and Return-on-Net-Assets</i>	1-3
	1.3 Outsourcing Strategies and Contractor Selection	1-4
	<i>1.3.1 Strategic Reasons for Outsourcing</i>	1-4
	<i>1.3.2 Users' Contractor Selection Criteria</i>	1-4
	<i>1.3.3 Most Popular Attributes Users Will Pay More For</i>	1-5
	<i>1.3.4 Impact of Geographic Region on Price Competitiveness</i>	1-6
	1.4 Contractors' Business Strategies and Customer Types	1-7
	<i>1.4.1 Opinions on CMO Market Drivers</i>	1-7
	<i>1.4.2 Sources for Finding Clients</i>	1-8
	<i>1.4.3 Contractors' Client Base</i>	1-9
	<i>1.4.4 Fee-For-Service Clients vs. Partnership Relationships</i>	1-10
	1.5 Prices Paid and Prices Charged	1-11
	<i>1.5.1 Contractors' Pricing Models</i>	1-11
	<i>1.5.2 Pricing: Per Batch, Per Week, and Per Gram</i>	1-12
	1.6 Improving Contract Agreements and Solving Problems	1-19
	<i>1.6.1 Difficult Contract Sections to Negotiate</i>	1-19
	<i>1.6.2 Common Roadblocks in Contract Negotiations</i>	1-19
	<i>1.6.3 Cancellation Fees</i>	1-20
	<i>1.6.4 Users' Number-One Problem</i>	1-22
	<i>1.6.5 Contractors' Number-One Problem</i>	1-22
<hr/>		
Chapter 2:	METHODOLOGY, DEFINITIONS, AND ACRONYMS	
	2.1 Research Objectives	2-1
	2.2 Research Methodology	2-1
	2.3 Definition of Biopharmaceutical Manufacturing	2-3
	2.4 Acronyms	2-3

Biopharmaceutical Contract Manufacturing: Best Practices Pricing Study 2008

TABLE OF CONTENTS (continued)

Chapter 3:	INDUSTRY PRICING TRENDS	
	3.1 Introduction	3-1
	3.1.1 <i>Participants Locations and Job Titles</i>	3-1
	3.1.2 <i>Approved Biologic Products on Market</i>	3-2
	3.2 Opinions Regarding Changes in Pricing	3-3
	3.3 Estimates: Returns and Profit Margins	3-8
	3.3.1 <i>User's Opinions on Contractors' Relative ROI</i>	3-8
	3.3.2 <i>Estimates of ROI and RONA Percentages</i>	3-11
	3.3.3 <i>Users' Opinions Regarding Contractor Net Asset Turnover</i>	3-14
	3.3.4 <i>Contractors' Target Gross Profit Margins</i>	3-15
	3.4 Contractors' Utilization Rates	3-18
	3.4.1 <i>Current Utilization Rates by Tank Size</i>	3-18
	3.4.2 <i>Planned Utilization Rate</i>	3-19
<hr/>		
Chapter 4:	OUTSOURCING STRATEGIES/CONTRACTOR SELECTION	
	4.1 Outsourcing Strategies	4-1
	4.1.1 <i>Percentage of Manufacturing Budgets Spent on CMOs</i>	4-1
	4.1.2 <i>Respondents' Outsourcing Strategies</i>	4-2
	4.1.3 <i>Outsourced Process Development</i>	4-5
	4.2 Outsourcing Relationships	4-6
	4.2.1 <i>Respondents' Current Contractors</i>	4-6
	4.2.2 <i>Use of Dedicated CMOs vs. CMOs with Products</i>	4-9
	4.2.3 <i>Users' Initial Contact with Contractors</i>	4-11
	4.2.4 <i>Timeline for Standard Biopharmaceutical Dev. Project</i>	4-15
	4.2.5 <i>Key Decision Maker for Outsourcing</i>	4-19
	4.2.6 <i>People Typically Sent to CMO During Tech Transfer</i>	4-22

Biopharmaceutical Contract Manufacturing: Best Practices Pricing Study 2008

TABLE OF CONTENTS (continued)

Chapter 4:	4.3 Contractor Selection	4-27
	<i>4.3.1 Important Contractor Selection Criteria</i>	4-27
	<i>4.3.2 Attributes Respondents Will Pay More For</i>	4-30
	<i>4.3.3 Final CMO Selection Factor</i>	4-35
	<i>4.3.4 Preference: Small or Mid-Sized vs. Large CMO</i>	4-38
	<i>4.3.5 Preference: Low Cost Inexperienced vs. Higher Cost Experienced CMO</i>	4-42
	<i>4.3.6 Switching to a New Contractor</i>	4-46
	<i>4.3.7 Importance of Proximity to Clinical Trial Location</i>	4-51
	<i>4.3.8 Impact of Geographic Regions on Price Competitiveness</i>	4-55
	<i>4.3.9 Opinions Regarding the Use of Unproven CMOs in Low Cost Areas</i>	4-58
	<i>4.3.10 Opinions Regarding the Use of Asian CMOs</i>	4-61
	<i>4.3.11 Willingness to work with US-Based Contractor who Sub-Contracts to Asia</i>	4-64
	4.4 Value-Added Services	4-68
	<i>4.4.1 Contractor Services Considered Value Added</i>	4-68
	<i>4.4.2 Cell Line Development Services</i>	4-71

Chapter 5:	CONTRACTORS' BUSINESS STRATEGIES/CUSTOMER TYPES	
	5.1 Business Strategies	5-1
	<i>5.1.1 Overall Business Strategies</i>	5-1
	<i>5.1.2 Other Services Provided to Clients</i>	5-4
	<i>5.1.3 Main Focus Over Next Five Years</i>	5-6
	<i>5.1.4 Opinions on CMO Market Drivers</i>	5-8
	5.2 Customer Base	5-11
	<i>5.2.1 Sources for Finding Clients</i>	5-11
	<i>5.2.2 Client Base: Types of Customer Companies Served</i>	5-12
	<i>5.2.3 Fee-for-Service Clients vs. Partnership Relationships</i>	5-13
	<i>5.2.4 Why Customers Choose Your Company</i>	5-14
	<i>5.2.5 Why Customers Do Not Choose Your Company</i>	5-17
	5.3 Manufacturing Practices	5-19
	<i>5.3.1 Number of Products Handled Per Facility Per Year</i>	5-19
	<i>5.3.2 Number of Products Handled in Parallel</i>	5-20
	<i>5.3.3 Chromatographic Columns: Dedicated or Multipurpose</i>	5-20
	<i>5.3.4 Typical Change Over Time</i>	5-22
	<i>5.3.5 People Typically Sent by Client During Tech Transfer</i>	5-23
	5.4 Commercial Practices	5-25
	<i>5.3.1 Project Manager's Projects</i>	5-25
	<i>5.3.2 Project Manger Focus: Business Dev. vs. Commercial</i>	5-27
	<i>5.3.3 Variable Cost Portion of Total Cost</i>	5-29
	<i>5.3.4 Projects Undertaken to Reduce Costs</i>	5-30

Biopharmaceutical Contract Manufacturing: Best Practices Pricing Study 2008

TABLE OF CONTENTS (continued)

Chapter 6:	CONTRACT AGREEMENT EXPECTATIONS/PREFERENCES	
6.1	Users' Expectations of Pricing Models	6-1
6.1.1	<i>Process Development Pricing</i>	6-1
6.1.2	<i>Technology Transfer Pricing</i>	6-5
6.1.3	<i>Opinions on Licensing Fees</i>	6-9
6.1.4	<i>Expectations of Core Charges: Users vs. Contractors</i>	6-14
6.1.5	<i>Preferred Pricing Models</i>	6-15
6.1.6	<i>Preferences: Fixed Price vs. Time and Materials</i>	6-18
6.1.7	<i>Opinions on Best Efforts Pricing</i>	6-21
6.2	Contractors' Pricing Practices and Preferences	6-24
6.2.1	<i>Typical Pricing Model</i>	6-24
6.2.2	<i>Length of Time to Sign a Contract</i>	6-25
6.2.3	<i>Development Work Estimation</i>	6-27
6.2.4	<i>Technology Transfer Fee Structures</i>	6-29
6.2.5	<i>Price Adaptation in Long-Term Commercial Contracts</i>	6-31
6.2.6	<i>Pricing for Raw Materials and Resins</i>	6-33
6.2.7	<i>High Expression Systems License Fees</i>	6-35
6.2.8	<i>Impact of US Dollar on Pricing</i>	6-37
6.2.9	<i>Differentiation of Costs Depending on Where Sourced</i>	6-39
Chapter 7:	PRICES PAID AND PRICES CHARGED	
7.1	Process Development Prices	7-1
7.1.1	<i>Examples of Process Development Prices: Microbial</i>	7-1
7.1.2	<i>Examples of Process Development Prices: Mammalian</i>	7-2
7.1.3	<i>FTE Rates for Process Development</i>	7-3
7.2	FTE Rates Paid by Clients and Charged by Contractors	7-4
7.3	Contractors' Pricing Models	7-9
7.4	Contractors' Short-Term vs. Long-Term Rates	7-12
7.4.1	<i>Contractors' Time-in-Facility Pricing</i>	7-13
7.4.2	<i>Contractors' Batch Pricing</i>	7-15
7.4.3	<i>Contractors' Per-Gram Pricing</i>	7-17
7.5	Pricing: Per Batch, Per Week, and Per Gram	7-18
7.5.1	<i>Per-Batch Pricing: Contractor vs. User Averages</i>	7-20
7.5.2	<i>Time-in-Facility Pricing: Contractor vs. User Averages</i>	7-22
7.5.3	<i>Price Per Gram: Contractor vs. User Averages</i>	7-24
7.6	Special Analysis: Price Per Gram 2008 vs. 2006	7-26
7.7	Special Analysis: Price, Per Batch or Week, Per Liter	7-28

Biopharmaceutical Contract Manufacturing: Best Practices Pricing Study 2008

TABLE OF CONTENTS (continued)

Chapter 7:	7.8 Typical Charges for Special Services	7-30
	7.8.1 <i>Typical Charges for Mammalian Cell Culture Services</i>	7-30
	7.8.2 <i>Typical Charges for Microbial Fermentation Services</i>	7-34

Chapter 8:	IMPROVING CONTRACT AGREEMENTS AND SOLVING PROBLEMS	
	8.1 Contract Negotiations for Outsourced Production	8-1
	8.1.1 <i>Users' Perspective: Difficult Sections to Negotiate</i>	8-1
	8.1.2 <i>Contractor' Perspective: Pricing Pressures</i>	8-5
	8.1.3 <i>Contractor' Perspective: Roadblocks to Negotiations</i>	8-7
	8.2 Users' Perspective: Preparing for Problems	8-9
	8.2.1 <i>Reservation Fees</i>	8-9
	8.2.2 <i>Cancellation Fees</i>	8-12
	8.2.3 <i>Charges for Client-Caused Delays</i>	8-17
	8.2.4 <i>Agreements for Failed Batches</i>	8-21
	8.3 Contractors' Perspectives: Preparing for Problems	8-26
	8.3.1 <i>Contractors' Reservation Fees</i>	8-26
	8.3.2 <i>Contractors' Cancellation Fees</i>	8-29
	8.3.3 <i>Contractors' Charges for Client-Caused Delays</i>	8-31
	8.3.4 <i>Contractors' Fees for Periods of Hold Time</i>	8-32
	8.3.5 <i>Contractors' Agreements for Failed Batches</i>	8-34
	8.3.6 <i>Handling of Transferred Processes that Fail</i>	8-36
	8.3.7 <i>Process Improvements Developed by CMO</i>	8-38
	8.3.8 <i>Managing Scope Creep</i>	8-41
	8.3.9 <i>Production Guarantees</i>	8-44
	8.4 Suggestions for Better Client/CMO Relationships	8-45
	8.4.1 <i>Users' Number-One Problem</i>	8-45
	8.4.2 <i>Contractors' Number-One Problem</i>	8-49
	8.4.3 <i>Users' Perspective: Other Observations</i>	8-50
	8.4.4 <i>Contractors' Perspective: Other Observations</i>	8-52

Chapter 9:	SUMMARY OF BEST PRACTICES	9-1
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Biopharmaceutical Contract Manufacturing: Best Practices Pricing Study 2008

LIST OF TABLES

Chapter 1

1.3-1	Important Attributes of a CMO	1-5
1.4-1	Contractors' Perceptions: What is Driving the CMO Market	1-8
1.6-1	Users' Perceptions: Contract Sections Most Difficult to Negotiate	1-19
1.6-2	Contractors' Perceptions: The Most Common Roadblocks in Negotiations	1-20
1.6-3	Users' Number One Issue	1-22
1.6-4	Contractors' Number One Issue	1-23

Chapter 2

2.2-1	Market Research Steps	2-2
2.4-1	Acronyms	2-3

Chapter 3

3.1-1	Titles of Pharmaceutical and Biotechnology Company Respondents	3-2
3.3-1	Contractors' Target Gross Profit Margins	3-16
3.4-1	Contractors' Averaged Utilization Rates by Tank Size and Technology	3-19

Chapter 4

4.2-1	Contract Manufacturers Used by Respondents	4-7
4.2-2	Summary of Outsourcing Decision Responsibility	4-19
4.2-3	Functional Responsibilities of On-Site Representatives During Tech Transfer	4-23
4.3-1	Important Attributes of a CMO	4-28
4.3-2	CMO Attributes for which Respondents are Willing to Pay More	4-32
4.3-3	Important Factors for Deciding Between Two Equal CMOs	4-36
4.3-4	Motivating Factors in Switching to a New CMO	4-47
4.3-5	Attractions for Using an Asian CMO in a Low Cost Geographic Region	4-62
4.3-6	Working with a US-Based CMO who Sub-Contracts to Asia	4-65
4.4-1	Value-Added Services	4-68
4.4-2	Cell Line Development Services	4-72

Chapter 5

5.1-1	Other Services Provided by CMOs	5-4
5.1-2	CMO Focus Areas: Next 5 Years	5-6
5.1-3	Contractors' Perceptions: What is Driving the CMO Market	5-9
5.2-1	Fee-for-Service Clients vs. Partnership Relationships	5-13
5.2-2	Why Customers Choose a CMO	5-15
5.2-3	Why Potential Customers Do Not Choose a CMO	5-17
5.3-1	Functional Areas Sent During Technology Transfer	5-24

Biopharmaceutical Contract Manufacturing: Best Practices Pricing Study 2008

LIST OF TABLES (continued)

Chapter 6

6.1-1	Preferred Pricing Models for Process Development	6-1
6.1-2	Pricing Models Preferred by Users by Percentage	6-16
6.2-1	Pricing Models Used by Contractor Respondents	6-24
6.2-2	Mechanisms for Price Adaptation in Long-Term Commercial Agreements	6-32
6.2-3	High Expression Systems License Fee Structure	6-36

Chapter 7

7.3-1	Pricing Models Used by Respondent Contractors by Percentage	7-11
7.5-1	Averaged Numbers of Batches per Project Per Tank Size	7-19
7.5-2	Averaged Numbers of Weeks per Project Per Tank Size	7-19
7.5-3	Averaged Numbers of Grams per Project Per Tank Size	7-19
7.6-1	Number of Users' Products Included in the Analysis	7-26
7.8-1	Average, Max, Min Prices Paid, or Prices Charged, for Additional Services for Mammalian Cell Culture	7-33
7.8-2	Average, Max, Min Prices Paid, or Prices Charged, for Additional Services for Microbial Fermentation	7-37

Chapter 8

8.1-1	Users' Perceptions: Contract Sections Most Difficult to Negotiate	8-1
8.1-2	Contractors' Perceptions: Areas with the Most Pricing Pressures	8-5
8.1-3	Contractors' Perceptions: The Most Common Roadblocks in Negotiations	8-7
8.2-1	Reservation Fees	8-10
8.2-2	Opinions Regarding Fees for Client-Caused Delays	8-18
8.3-1	Contractors' Charges: Cancellation Fees	8-30
8.3-2	How Scope Creep is Handled by CMOs	8-42
8.3-3	CMO Guarantees When Batch is Produced	8-44
8.4-1	Users' Number One Issue	8-46
8.4-2	Contractors' Number One Issue	8-49
8.4-3	Other User Pricing and Contract Agreement Observations	8-51
8.4-4	Other Contractor Pricing and Contract Agreement Observations	8-53

Chapter 9

9.1-1	Best Practices in Pricing: Summary Quotes from Chapter Three	9-1
9.1-2	Best Practices in Pricing: Summary Quotes from Chapter Four	9-3
9.1-3	Best Practices in Pricing: Summary Quotes from Chapter Five	9-6
9.1-4	Best Practices in Pricing: Summary Quotes from Chapter Six	9-7
9.1-5	Best Practices in Pricing: Summary Quotes from Chapter Eight	9-9

Biopharmaceutical Contract Manufacturing: Best Practices Pricing Study 2008

LIST OF FIGURES

Chapter 1

1.2-A	Opinions Regarding Industry Price Changes in the Past Two Years	1-2
1.2-B	Averaged Estimates for CMO Return-on-Sales and Return-on-Net-Assets	1-3
1.3-A	Summary of Outsourcing Strategies	1-4
1.3-B	The Most Popular Attributes Respondents are Willing to Pay More For	1-6
1.3-C	Opinions Regarding the Most Price-Competitive Region: Europe vs. the US	1-7
1.4-A	Respondents' Sources for Finding Clients by Averaged Percentage	1-9
1.4-B	Contractors' Client Base: Averaged Percentages	1-10
1.4-C	Number of CMOs Using 100% Fee-For-Service vs. Partnership Agreements	1-11
1.5-A	Averaged Percentages of CMOs' Contracts by Pricing Model	1-12
1.5-B	Averaged Contractor Prices Charged Per Batch for Mammalian Cell Culture	1-13
1.5-C	Averaged User Prices Paid Per Batch for Mammalian Cell Culture	1-13
1.5-D	Averaged Contractor Prices Charged Per Batch for Microbial Fermentation	1-14
1.5-E	Averaged User Prices Paid Per Batch for Microbial Fermentation	1-14
1.5-F	Averaged Contractor Prices Charged Per Week: Mammalian	1-15
1.5-G	Averaged User Prices Paid Per Week: Mammalian	1-15
1.5-H	Averaged Contractor Prices Charged Per Week: Microbial	1-16
1.5-I	Averaged User Prices Paid Per Week: Microbial	1-16
1.5-J	Per-Gram Pricing: Fee Per Gram by Project Volumes: Mammalian	1-17
1.5-K	Per-Gram Pricing: Fee Per Gram by Project Volumes: Microbial	1-18
1.6-A	Users' Expectations of When a Cancellation Fee Should First be Charged	1-21
1.6-B	Users' Expectations: Cancellation Fees	1-21

Chapter 3

3.1-A	User Respondents with Biologic Products on the Market	3-3
3.2-A	Opinions Regarding Price Changes in the Past Two Years	3-4
3.3-A	Users Expectations for CMOs Return on Investment	3-8
3.3-B	Averaged Estimates for CMO Business: Return-on-Sales and Net-Assets	3-12
3.3-C	Averaged Estimates for CMO Business: Annual Net Asset Turnover	3-15
3.3-D	Contractors' Target Gross Profit Margins for Process Development	3-16
3.3-E	Contractors' Target Gross Profit Margins for Phase I GMP Campaign	3-17
3.3-F	Contractors' Target Gross Profit Margins for Phase III GMP at $\geq 1,000L$	3-17
3.3-G	Contractors' Target Gross Profit Margins for Commercial Phase	3-18
3.4-A	Planned Utilization Rates	3-19

Chapter 4

4.1-A	Averaged Percentages of BioManufacturing for Outsourced Production	4-1
4.1-B	Summary of Outsourcing Strategies	4-2
4.1-C	Respondents' Percentages of Outsourcing Budgets for Process Development	4-6
4.2-A	Respondents' Use of Different Types of Contractors	4-9
4.2-B	Initial Contractor Discussions	4-12
4.2-C	Timeline for Standard Biopharmaceutical Development Program	4-16
4.2-D	Number of On-Site Company Representatives During Tech Transfer	4-23

Biopharmaceutical Contract Manufacturing: Best Practices Pricing Study 2008

LIST OF FIGURES (continued)

4.3-A	The Most Popular Attributes Respondents are Willing to Pay More For	4-31
4.3-B	Preference for Company Size	4-39
4.3-C	Lower Cost Inexperienced vs. High Cost Experienced CMOs	4-43
4.3-D	Importance of Manufacturing Location Proximity to Clinical Trial Location	4-52
4.3-E	Opinions Regarding the Most Price-Competitive Region: Europe vs. the US	4-55
4.3-F	Use of Unproven Contractor in Low-Cost Area	4-59

Chapter 5

5.1-A	Overall Business Focus	5-1
5.2-A	Respondents' Sources for Finding Clients by Averaged Percentage	5-11
5.2-B	Contractors' Client Base: Averaged Percentages of Each Business Segment	5-12
5.2-C	Percentage of Respondents' Clients Located Within the Same Country	5-13
5.2-D	Number of Respondents Using 100% Fee-For-Service vs. Partnerships	5-14
5.3-A	Number of Products Handled Per Facility Per Year	5-19
5.3-B	Number of Products Handled in Parallel	5-20
5.3-C	Dedicated vs. Multipurpose Chromatographic Columns	5-21
5.3-D	Change Over Time Between Different Products	5-22
5.3-E	Number of People Sent During Technology Transfer	5-23
5.3-F	Number of Projects Overseen by Project Manager	5-26
5.3-G	Focus of Project Manager	5-28
5.3-H	Variable Cost Portion of Total Cost	5-30
5.3-I	Projects Undertaken to Reduce Costs	5-31

Chapter 6

6.1-A	Preferred Pricing Models for Process Development	6-2
6.1-B	Technology Transfer Pricing Methods	6-6
6.1-C	Respondents' Use of IP and License Fees	6-10
6.1-D	Percentage of Respondents Expecting Certain Services to be a Core Charge	6-14
6.1-E	Pricing Model Preferred for New Projects: Fixed Pricing vs. Time/Materials	6-18
6.1-F	Contracted with CMO on "Best Efforts" Pricing	6-22
6.2-A	Number of Months Between Client First Contact to Contract Signing: Box	6-26
6.2-B	Number of Months Between Client First Contact to Contract Signing: Hist	6-26
6.2-C	Development Work Estimation Pricing Model	6-28
6.2-D	Typical Pricing Models for Technology Transfer and Process Development	6-30
6.2-E	Pricing for Raw Materials and Resins	6-34
6.2-F	Change in Pricing Due to Changes in Value of US Dollar	6-37
6.2-G	Differentiation of Costs for Services Depending on Where Sourced	6-39

Chapter 7

7.1-A	Estimates of Process Development Fees for a Microbial Process	7-1
7.1-B	Estimates of Process Development Fees for a Mammalian Process	7-2
7.1-C	Annual FTE Rates for Process Development	7-3
7.1-D	Users' Expectations vs. Experience: FTE Rates for Process Development	7-4

Biopharmaceutical Contract Manufacturing: Best Practices Pricing Study 2008

LIST OF FIGURES (continued)

7.2-A	Annual FTE Rates for Manufacturing Staff	7-5
7.2-B	Annual FTE Rates for QC Staff	7-5
7.2-C	Annual FTE Rates for Project Management Staff	7-6
7.2-D	Annual FTE Rates for Regulatory Support Staff	7-6
7.2-E	Users' Expectations vs. Experience: FTE Rates for Management Staff	7-7
7.2-F	Users' Expectations vs. Experience: FTE Rates for QC Staff	7-8
7.2-G	Users' Expectations vs. Experience: FTE Rates for Project Management	7-8
7.2-H	Users' Expectations vs. Experience: FTE Rates for Regulatory Support	7-9
7.3-A	Averaged Percentages of CMOs Contracts by Pricing Model	7-10
7.4-A	Time-in-Facility Pricing: Averaged CMO Rates Per Week: Mammalian	7-13
7.4-B	Time-in-Facility Pricing: Averaged CMO Rates Per Week: Microbial	7-14
7.4-C	Batch Pricing: Averaged CMO Rates Per Batch or Run: Mammalian	7-15
7.4-D	Batch Pricing: Averaged CMO Rates Per Batch or Run: Microbial	7-16
7.4-E	Per-Gram Pricing: Averaged CMO Rates Per Gram: Mammalian	7-17
7.5-A	Per-Batch Pricing: Averaged Prices Charged and Paid: Mammalian	7-20
7.5-B	Per-Batch Pricing: Averaged Prices Charged and Paid: Microbial	7-21
7.5-C	Time-in-Facility Pricing: Averaged Prices Charged and Paid: Mammalian	7-22
7.5-D	Time-in-Facility Pricing: Averaged Prices Charged and Paid: Microbial	7-23
7.5-E	Per-Gram Pricing: Averaged Prices Charged and Paid: Mammalian	7-24
7.5-F	Per-Gram Pricing: Averaged Prices Charged and Paid: Microbial	7-25
7.6-A	Per-Gram Pricing: Fee per Gram by Project Volumes: Mammalian	7-27
7.6-B	Per-Gram Pricing: Fee per Gram by Project Volumes: Microbial	7-28
7.7-A	Per-Batch Pricing: Fee per Batch per Liter by Tank Size	7-29
7.7-B	Time-in-Facility Pricing: Fee per Week per Liter by Tank Size	7-30
7.8-A	Averaged Prices Paid by Users for Additional Services: Mammalian-1	7-31
7.8-B	Averaged Prices Paid by Users for Additional Services: Mammalian-2	7-31
7.8-C	Averaged Prices Paid by Users for Additional Services: Mammalian-3	7-32
7.8-D	Averaged Prices Charged by CMOs for Additional Services: Mammalian	7-32
7.8-E	Averaged Prices Paid by Users for Additional Services: Microbial-1	7-34
7.8-F	Averaged Prices Paid by Users for Additional Services: Microbial-2	7-35
7.8-G	Averaged Prices Paid by Users for Additional Services: Microbial-3	7-35
7.8-H	Averaged Prices Charged by CMOs for Additional Services: Microbial	7-36

Chapter 8

8.2-A	Payment of Reservation Fees	8-9
8.2-B	Users' Expectations of When a Cancellation Fee Should First be Charged	8-12
8.2-C	Users' Expectations: Cancellation Fees	8-13
8.2-D	Expectation of Fees for Client-Caused Delays	8-17
8.2-E	Who Pays for Failed Batches	8-21
8.3-A	Contractors' Reservation Fees	8-26
8.3-B	Reservation Fees Charged by Contractors	8-27
8.3-C	Contractors' Practices: When a Cancellation Fee is First Charged	8-29
8.3-D	Contractors' Charges for Client-Caused Delays	8-31
8.3-E	Contractors' Fees for Periods of Hold Time	8-33
8.3-F	How Failed Transfer Processes are Handled	8-36
8.3-G	Ownership of Process Improvements Developed by the CMO	8-39
