

*Biopharmaceutical Contract Manufacturing:
Best Practices Pricing Study 2011*

Presented by

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Biopharmaceutical Contract Manufacturing: Best Practices Pricing Study 2011

FORWARD AND ACKNOWLEDGMENTS

HighTech Business Decisions conducted the market research and wrote the report, *Biopharmaceutical Contract Manufacturing: Best Practices Pricing 2011* 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 42 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.

Sincerely,

William Downey, MBA
President

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