



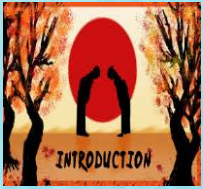
Quality before speed



PHARMA PROCESS OUTSOURCING

A SPECIALIZED SERVICE PROVIDER FOR PHARMA INDUSTRY





What is Tee's PPO

- Tee's Pharma Process Outsourcing or "Tee's PPO" provides a complete outsourcing of pharma operations in the below areas :
 - Supply Chain
 - Business Development
 - Regulatory
 - Packaging Development
- It is world's unique integrated cross-functional service provider specially for Pharma industry.



Why are we UNIQUE ?

- We meet face to face and strengthens the partnership with suppliers
- We use current contacts and knowledge to improve the KPIs
- We are Pharma specialists
- We execute strategies and show results
- *We believe that 'best' services can help us to achieve full potential of the 'best' products*



Why Tee's PPO ?

- Experienced founders :
 - Have lead several global companies in operations
 - Specialized for Europe and Australia market
 - Very strong relationship with the CMOs in India
- Your Indian Liaison office : Local coordination point with 'contract manufacturers' and 'product developers' (CMOs/CROs)



Why Tee's PPO ?

- No more 'resource constraint'
- India (IN) advantage
 - IN makes 25% of global generic drugs
 - Small batch manufacturers
 - Low cost of Operations
 - Highly skilled human resources
 - Quality of India's service = Quality of Japan's manufacturing



Why Tee's PPO ?

- High level of confidentiality through Confidentiality Agreement (CDA)
- Personalized attention
- High level of transparency with daily update and tracking – no loss of control
- We understand your system and flexible to work on that
- Being closer to where 'activity' takes place, we catch the issues early



TARGET OPERATIONS PROCESSES



Supply Chain

- Maintain a service level of 98%
- Maintain an inventory of <6 Months
- Measure important KPIs and produce reports
- Meeting all the Indian CMOs regularly and maintaining a relationship
- Order processing

... the systematic folks



Business Development

- Identification of new products
- Look for the long-term sources
- Negotiate the best commercials
- Track on the product development
- Review the agreements
- Manage the launches effectively

....BD is an ocean



Regulatory

- Pre-approval:
New dossier review and submission
- Post-approval:
Maintain the product life cycle by submitting all the variations and other submissions

...follow the guidelines



Labelling and Artwork Development

- Development of Artworks (AWs) for all types of submissions and for commercial packaging
- Running the approval process of these Aws
- Ensuring correct version of AWs used for production by linking with regulatory and supply chain

.... no mistakes please



VALUE ADDITION



What you Gain

- Drastic improvement in :
 - Identification of partners for new products
 - Cost
 - Service level
 - Quality
 - Liaison & Alliance management
 - Agility
 - Integrated cross functional working



Identification of Partners for New Products

- Access to difficult & differentiated products
- Long term partnerships with selected 'trustworthy' manufacturers and developers



Cost

- Spend analysis and prioritization
- Price Negotiation – Aggregator approach in long term
- Reduction in short dated stocks and scrapping
- Portfolio rationalization
- Low labour cost in India – reduction of Opex cost



Service Level

- Managing the lead time and safety stock effectively – SKU by SKU
- Monitoring expected stock outs and proactive action
- Well planned and timely launch



Quality

- The output will be almost error free, as we believe in 'quality before speed'
- Highly skilled resource with 'right first time' approach



Liaison & Alliance Management

- Easy access for any discussion with partners
- Possibility of frequent face to face meetings
- Same time zone, culture, language helps



Agility & Integration

- Young and passionate people brings the necessary agility and vitality...have an urge to prove
- Smaller cross function teams under one roof helps to integrate the related processes on new launches, version management etc



FEEDBACK



Feedback

- “We get a lot of value, as most of our CMOs are in India and you understand their processes”
- “The greatest value we got is in COGS reduction”
- “We get all the management reports now ‘on time’ and with accurate data”
- “Thanks for improving the service level, by connecting with the partners so well”
- “Related functions under one roof helped us to simplify the communication and integration”
- “You get people who performs from Day 1”



Why not own set up ?

- Not to get distracted from the core activities of R&D and Sales
- Cost/hassle of establishing an Indian office
- Maintaining Compliance with the Indian laws
- Issue of employee retention
- Highly skilled resource
- Better maintenance cost
- Flexibility to scale up or exit – risk mitigation



Next Step

- Planning a similar service on IP, GMP auditing and Legal
- More detailed task lists can be shared (if required)
- Q&A
- Roll out plan



...have a sound sleep always

....no more resource constraint