Market Research and Getting Started

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Office of Acquisitions Management, Contracts and Grants (AMCG)
Company A
1234 Huntington Way
St. Martinville, LA 70582
Company A

- Company A is a company of about 250 employees, with $20 million in annual business based upon sales of their FDA licensed anti-viral vaccine XXX and contract services provided to the US Federal Government and other partners. Headquartered in St. Martinville, LA, Company A has access to research centers and has partnered with numerous small, bio-tech companies.

- In May of 2008, Company A built in St. Martinville, LA a state-of-the-art 70,000 sq. ft manufacturing facility which has the capacity to handle an influx of 90,000 doses/month. The St. Martinville facility recently acquired a lyophilization unit and fill/finish wing in 2010.
Company A

- Company A has completed dosing in a Phase 1 study in healthy adults for the development of a vaccine (Thanatos) to protect against Smallpox, Botulism and Anthrax in that can be administered post exposure

- The current formulation consists of a lyophilized single course syringe

- Dosing regimen is a prime with a boost 14 days following
Company B was established in 2001 in Tenino, Washington as a vaccine based pharmaceutical company using a patented broad-spectrum vector as its platform technology. Company B started off as a small company of 50 and has grown to 500 employees.

Company B has three major groups of vaccines currently in development – biodefense, cancer and infectious disease – all of which use an IV formulation to deliver the vaccine.

Through the sales of their established vaccines, Company B’s annual revenue is approximately $330 million.
Company B has submitted Phase 1 study results to the FDA for review of its latest development, the Pandora Vaccine.

- The Pandora Vaccine can be administered pre or post exposure to Smallpox, Botulism and Anthrax through IV drip.
- Current formulation is liquid frozen at -346°F.
Company C

99 Access Rd
Bonesteel, SD 57317
Company C

- Company C is a choice medical research and development company that has specifically targeted infectious diseases that threaten world stability.
- Company C was established in 2009 by a former senior government medical scientist.
- Company C has had numerous government contracts/grants with the Department of Health and Human Services and the Department of Defense.
- Currently Company C employs 25 people in the South Dakota research facility and has begun designing a new, international plant which could be ready to break ground in 2012.
Company C’s latest research initiative is towards a vaccine for the protection against or treatment of individuals exposed to Smallpox, Botulism and Anthrax (Apollo Vaccine)

The vaccine is intended to treat the full range of the population from pediatrics to geriatrics.

Company C is currently establishing the proof of concept for submission of an IND to the FDA

The formulation used in animal studies has been a weight based liquid oral prime with an equivalent boost 7 days later
Company D

- With cutting-edge technology and innovative applications, Company D is achieving firsts and making huge contributions to the new age vaccine design and implementation for worldwide health care solutions.

- Company D opened its doors for business in 2010 and has developed several vaccine candidates for the treatment of HIV.

- Company D is staffed by 17 employees, many being leading technology experts in a variety of medical scientific and manufacturing fields. Company D can boast of a state-of-the-art GMP laboratory space for research and newly completed pilot lot manufacturing facility.
Company D

- In addition to its HIV vaccine candidates Company D has also selected a candidate for the Moirae Vaccine to protect against Smallpox, Botulism and Anthrax in immune compromised individuals.