

TECH OPS & OUTSOURCING

Larka Performs 4 Sourcing Processes for BioPharma Clients.

Nice, France | October 23, 2023

Larka's Lensource® solution supported 4 global Biotech & Pharma companies (undisclosed) with the selection of their CRO, CDMO and CMO partners in September 2023.

We are delighted to announce that Larka has successfully performed 4 sourcing processes in September 2023, supporting our clients' programs all along the value chain—i.e. preclinical, early and late clinical, and commercial supply.

Developed by Larka, Lensource® is a proprietary sourcing process which includes 360° suppliers scanning and RFI | RFQ comparison matrixes.

Leveraging Lensource®, Larka enabled the identification and selection of CRO, CDMO and CMO partners for 4 major Biotech & Pharma clients, including:

- A German-based Pharma company looking for a Drug Product (DP) CDMO partner—for the commercial supply of a **Highly Potent API** requiring aseptic filling into 10mL vials.
- A Swiss-based Biopharmaceutical company looking for a DP CMO partner—for the **commercial supply** of a parenteral product currently in Phase 3.
- A US-based Biotech company looking for a CRO partner—for the generation and lead optimization of **bi-specific antibodies**.
- A Swiss-based Pharma company looking for a DP CDMO partner—for DP formulation & analytical methods development, and Final DP manufacturing for **Phase 1 clinical supply**.

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The ever-growing success of Lensource® is something we take pride in. Such accomplishments underscore our relentless commitment to building best-in-class sourcing solutions and reinforce Larka's position as a preferred partner within Pharma.

Maxime Clarhaut
Senior Associate | Larka.

Why they chose Larka

Since 1993, over 500 Biotech and Pharma companies have trusted our broad biopharma sourcing capabilities and strong track record, which include:

- 100+ CRO, CDMO, CMO and CTS sourcing projects for BioPharma companies each year
- 1500+ Contract Service Providers (CSP) monitored daily via Lensource®
- Full Coverage of value chain, CSP typologies and drug modalities
- 500Mn industry data collected, processed and analysed each year

How we helped

Larka provided its clients with the full Lensource® solution, supporting the identification and selection of their future partners.

Lensource® is a 3-phase proprietary methodology combining the unique expertise of our specialists with advanced AI technologies—designed to provide our clients with actionable insights at a faster pace and deeper level.

Phase 1 - Market Scanning

360° screening & identification based on client's primary search criteria, offering a complete view of all the potential partners available.

Phase 2 - Capabilities Assessment | RFI

Thorough technical capabilities assessment and CDA process management—leading to the generation of our Lensource® matrix, developed for optimal technical data collection, standardization and comparability.

Phase 3 - Quotations Assessment | RFQ

Assessment of the proposal and quotations provided by the shortlisted players—leading to the generation of our Lensource® matrix, developed for optimal pricing collection, standardization and comparability.

Contact Us

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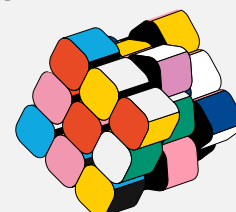
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Discover how
you can leverage
Lensource®

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About Larka

Larka is a management consulting firm, exclusively dedicated to the Biotech and Pharma industry. We assist small Biotech or large Pharma companies, Contract Services Providers or Equipment Suppliers, Venture Capital or Private Equity firms, in their development or in managing complex situations. Active in Technical, Organizational, Commercial and Strategic operations, Larka has developed a unique combination of expertise which covers CMC & Outsourcing activities, Operational & Commercial excellence, Marketing & Sales, Corporate Strategy and M&A.

For more information, please visit www.larka.com