



# CASE STUDY

## Comparator Drug Sourcing Solutions: Catalent's Network Effects

### Executive Summary

A well-known, mid-size, multi-national pharmaceutical company needed a large supply of comparator drug, in order to begin comparative clinical trials for a rare disease. In addition to quantity, the comparator drug must have an expiry-term long enough for the client to complete the multi-year clinical trials. Unfortunately, the comparator drug presented two enormous hurdles: it was limited in supply and was exceptionally expensive.

Hearing of our problem-solving capabilities in this area, the company contacted Catalent. Ultimately, through our network and communications capabilities, the client was able to obtain the necessary quantities of the comparator drug on time and at a reasonable cost.

### The Challenges

This company needed many times the normal annual supply of the comparator drug in order to proceed with its Phase II/III clinical trials. Additionally, because the clinical trials would extend over a period of years, the comparator drug needed to have a maximum expiry of three years. Not only were supplies of the comparator drug extremely limited, but supplies of the comparator drug were expensive.

<b>QUANTITY</b>	Many times the annual supply in bulk
<b>SUPPLY / DEMAND</b>	Comparator drug not readily available on the market in bulk without disrupting ongoing patient treatments
<b>EXPENSE</b>	Cost of comparator is extremely high
<b>CONDITIONS</b>	Multi-year trials required long expiry dates to avoid resupply / relabeling
<b>ALTERNATIVES</b>	None, comparator drug company is only available source



## The Catalent Solution

Because of our close relationship with the innovator drug company, we were able to obtain a custom batch manufacture of the product at a reasonable cost. This resulted in a 25% cost savings for the client while meeting all timing and dating requirements. Additionally, we were able to secure packaging, analytical, stability, and Qualified Person (QP) release services to meet the needs of the client for all of the clinical trials arms.

CATALENT ACTION	CLIENT BENEFITS
Contacted innovator drug company	Solutions to all challenges <b>COST   QUANTITY   TIME</b>
Negotiated reasonable price	25% cost savings Reduced waste
Obtained maximum expiry	Enough product to complete multi-year clinical trials delivered within packaging timeline
Thought ahead to go the extra mile	Packaging and release services <b>ANALYTICAL   STABILITY   QP</b>

## Conclusion

The client was able to begin their trial on time with sufficient quantities of the comparator drug. Through our global network, we directly negotiated a substantial savings, including 25% of cost and reduced waste of unused drug product. In a challenging market, our expert comparator sales team sourced sufficient quantities with long-term expiry. And, by understanding the client's budgets and timelines, we were able to provide a full spectrum of services, including packaging and release services, at a reduced cost to the client all while reducing delivery time.

By partnering with Catalent, this client was able to overcome multiple hurdles to complete their current trial for an innovative treatment of a rare disease and plan with confidence for additional clinical trials.

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