



## Nonprofit to Accelerate **DISCOVERY OF IMMUNE-BASED THERAPEUTICS**

Immune Tolerance Institute (ITI), a new nonprofit company, is bringing economies of scale to translational and critical path science to build partnerships with the pharmaceutical and biotech industries, and accelerate the development of new immune-based therapeutics. ITI will bridge the gap that has existed between academia and industry, making the discovery-to-development process more cost-efficient and successful at generating new effective and safe drugs and companion diagnostics that match patients with therapies for immune-related diseases.

ITI is collaborating with Beckman Coulter on a Center for Critical Path Immunology to develop biomarkers for immune system diseases. This facility, which will be managed by ITI and located initially at Beckman Coulter's Cellular Analysis Business Group in Miami, will integrate state-of-the-art genomic, cellular, proteomic, and bioinformatic technology platforms to elucidate immune function in patients with a broad array of immune-related diseases.

"ITI's Center for Critical Path Immunology is the first step in transforming the drug discovery process to one that identifies promising therapies in their early phases of development, and that produces drug candidates that are safer, more highly targeted, and effective in treating immune system-related diseases," says Dr. Louis A. Matis, president and CEO of ITI.

## BioSpace Widens Scope to Include **REGIONAL JOB CANDIDATES**

**Acquisition expands the scope of the niche online bioscience career and news community.**

BioSpace has expanded its reach to local candidates through the acquisition of RegionalHelpWanted.com by its parent company, onTargetjobs. Terms of the acquisition were not disclosed. With the addition of RegionalHelpWanted.com's network of more than 350 geographically focused Internet job boards, BioSpace now offers biotechnology, pharmaceutical, medical device, and academic organizations an improved value proposition to reach local bioscience candidates.

By leveraging RegionalHelpWanted's next wave of advertising opportunities through its geo-specific Web portals, reinforced with local radio advertising, bioscience businesses can now target a growing network of candidates on both industry and regional levels. Local markets served by RegionalHelpWanted.com — for example, the Bay Area in northern California and Research Triangle Park in North Carolina — complement BioSpace's existing industry hotbeds. The network also provides solutions to many emerging bioscience regions, including cities in Arizona, south Florida, central New York, and the state of Washington.

"BioSpace is pleased to offer to bioscience industry

*Life-science professionals search for career opportunities on both industrywide and local levels, and BioSpace's alliance with regionalhelpwanted.com will help connect job seekers and employers across each of these expansive recruiting networks, says Wes Crews, CEO of BioSpace.*



employers expanded targeting for their job postings," says Wes Crews, CEO of BioSpace. "Life-sciences professionals search for career opportunities on both industrywide and local levels, and BioSpace's alliance with regionalhelpwanted.com will help connect across each of these expansive recruiting networks."

"As the effectiveness and popularity of niche Internet communities and employment sites grow to rival the larger horizontal job boards, the addition of RegionalHelpWanted.com's geo-targeted audience diversifies and strengthens the value proposition to our existing industry-focused client base," says Allen Paschal, CEO of onTargetjobs.

## MedKnowledge Launches **COMPLIANCE MANAGEMENT ARM**

The MedKnowledge Group has announced the launch of the Partnership for MedEvent Compliance (PMC), which is designed to address the increasing need for compliance management and support services in the pharmaceutical industry.

PMC was founded on the principle of providing a compliant platform for ensuring measurable risk reduction and offering creative ways to maximize opportunities and further strengthen relationships between pharmaceutical and biotechnology industry clients and the healthcare community.

Using automated systems and customizable compliance assurance event management software, a highly trained and experienced team of event managers, compliance directors, data managers, and IT professionals ensure all events are precisely arranged, flawlessly executed, and accurately reported.

The creation of PMC is a natural progression of MedKnowledge's experience and expertise in compliance assurance and the management of field-based programming, according to David Otfinoski, CEO of MedKnowledge.

"In launching PMC, it is our intention to provide the highest level of compliance management, while partnering with our clients' field forces and marketing teams to offer concierge services for managing their critical relationships with key opinion leaders," Mr. Otfinoski says.

PMC joins other companies within the MedKnowledge Group, including MedKnowledge Communications, IntelliMed, Insight Interactive, MES, Pharmedicom, and MedKnowledge Global Communications. Together, these businesses are committed to providing strategic solutions to the pharmaceutical, biotechnology, and medical device industries for all stages of the product life cycle, from the early stages of clinical development through commercialization.

"There are many obstacles to navigate in bringing to market pharmaceutical products that we all know are vital to maintaining our good health and quality of life," says Bethanne Sheeley, J.D., senior director, compliance for PMC. "Whether it's addressing the challenges of providing compliant speaker events or managing the data required for disclosures and limitations in marketing practices, PMC effectively unites compliance assurance functions with creativity and customized service, enabling clients to remain compliant and competitive."



## AROUND THE GLOBE

- ▶ **CURRENT BIODATA**, a privately held provider of scientific data to the pharmaceutical industry, is **opening a new research and publishing center in Wales** to serve customers in the United States and Europe, as well as other global markets. The center is based at the Institute of Life Science at Swansea University and joins Current BioData's research centers in London and Geneva.

Current BioData uses sophisticated computer search technology to scan the Internet for publications and news about proteins that can be useful to the pharmaceutical industry in developing drugs.

For more information, visit [currentbiodata.com](http://currentbiodata.com)

- ▶ **D. ANDERSON & COMPANY (DAC)**, a global patient recruitment and retention provider for the clinical trials industry, **has opened an office in Windsor, United Kingdom**, to service the growing international demand for recruitment and retention programs. DAC has headquarters in Dallas and offices in Houston and Seattle.

The U.K. office expands DAC's local support services to its growing base of clients and prospects in Europe, where it has conducted a number of onsite trainings with clinical investigators. It also

functions as a base for international clients and vendors, enabling DAC to effectively respond to integrated global campaigns.

For more information, visit [dandersoncompany.com](http://dandersoncompany.com).

- ▶ **HUNTSWORTH HEALTH**, the healthcare division of Huntsworth PLC, **has officially launched its global network**, which includes Dorland Global and Axis Healthcare Communications in the United States and Huntsworth Health Europe and Brand Health International in the United Kingdom. Each company has adopted a common Huntsworth branding platform, while retaining its own identities and strong business focus.

The network's Website, [hhealthglobal.com](http://hhealthglobal.com), includes background about each of the companies in addition to the network. The Huntsworth network is also running a launch ad in various industry publications.

Since Huntsworth acquired Dorland Global and Axis in 2007, the network has grown to become one of the leading healthcare communications groups in the world, with more than 500 healthcare specialists operating across a breadth of communications disciplines.

For more information, visit [hhealthglobal.com](http://hhealthglobal.com).

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## M&amp;A ACTIVITY



- ▶ **ELSEVIER**, Philadelphia, **has acquired Windhover Information**, a healthcare business intelligence company that produces journals such as In Vivo and the RPM Report, strategic databases, and medical device and biopharmaceutical partnering and strategy conferences. Financial terms of the transaction were not disclosed.  
The acquisition supports Elsevier's e-Health strategy and expands its offering of new products and services for pharma industry professionals by combining innovative technology and quality content to promote faster and better-informed planning and management of product portfolios. Windhover operates within Elsevier's pharma business intelligence unit, which includes F-D-C Reports, publisher of The Pink Sheet; and Inteleos, a drug development database.  
For more information, visit [elsevier.com](http://elsevier.com).
- ▶ **EMERGENT BIOSOLUTIONS** has acquired a group of anthrax monoclonal antibodies from **Avanir Pharmaceuticals**. The deal includes Avanir's lead product candidate, AVP-21D9, a human monoclonal antibody being developed as an intravenous treatment for patients who show symptoms of anthrax disease following exposure to *Bacillus anthracis*.  
Emergent, a biopharmaceutical company based in Rockville, Md., markets Bio-Thrax, the only vaccine approved by the FDA for the prevention of anthrax infection.  
For more information, visit [emergentbiosolutions.com](http://emergentbiosolutions.com).
- ▶ **GEMINI HEALTHCARE**, Westbrook, Conn., **has acquired the MCM Group**, a provider of data analytic and benchmarking applications to the pharmaceutical and biotech industries. Financial terms of the transaction were not disclosed.  
Gemini is a full-service healthcare marketing, communications, and consulting agency. MCM delivers its benchmarks programs through a proprietary platform that supports both print and Web-based applications. The Total Resource Utilization platform provides health plans with an opportunity to compare and contrast, on a disease-specific basis, cost and resource utilization across three domains: inpatient care, outpatient care, and pharmaceutical services.  
For more information, visit [gemini-healthcare.com](http://gemini-healthcare.com).
- ▶ **GALDERMA**, Lausanne, Switzerland, and **COLLAGENEX**, Newtown, Pa., **have agreed to merge in a transaction** estimated at \$420 million in cash. Once the transaction is complete, CollaGenex becomes a wholly owned subsidiary of Galderma. The deal expands Galderma's portfolio of products to treat rosacea. CollaGenex's oral medication Oracea is the first FDA-approved systemic treatment for the dermatologic condition.  
For more information, visit [galderma.com](http://galderma.com).
- ▶ **ICON**, Dublin, **has acquired Healthcare Discoveries**, a wholly owned subsidiary of Catalyst Pharma Group, for \$12 million, plus an additional \$10 million upon achievement of certain performance milestones in 2008. The purchase expands Icon's early-phase clinical development offerings in the United States.  
Healthcare Discoveries, which operates an 85-bed clinical pharmacology unit in San Antonio, is now part of the Icon Development Solutions division, which includes an 80-bed clinical pharmacology unit based in Manchester, England.  
For more information, visit [iconplc.com](http://iconplc.com).
- ▶ **OTSUKA PHARMACEUTICAL CO. (OPC)**, Tokyo, **has purchased the rights to the oncology drug IV Busulfex from PDL BioPharma** for \$200 million plus inventory value. The transaction includes all trademarks, patents, intellectual property, and related assets.  
IV Busulfex (busulfan) is approved for use with cyclophosphamide as a conditioning agent before bone marrow transplantation in patients with chronic myelogenous leukemia. Previously, the product was marketed and sold in the United States and Canada by PDL BioPharma, and in a number of additional countries through distributors.  
OPC is now overseeing the outsourced manufacturing of IV Busulfex, while its U.S. affiliate is investigating potential new indications. Another OPC affiliate, Otsuka America Pharmaceutical, is responsible for marketing IV Busulfex for its current indication in the United States.  
For more information, visit [otsuka.com](http://otsuka.com).
- ▶ **PFIZER**, New York, **has agreed to acquire Encysive Pharmaceuticals**, Houston, for \$195 million in cash. Once the purchase closes, Pfizer plans to merge Encysive with one of its subsidiaries.  
The transaction extends Pfizer's presence in the pulmonary arterial hypertension (PAH) category with the addition of Encysive's Thelin, a PAH treatment available in several European Union countries. In the United States, Pfizer plans to conduct a pivotal Phase III clinical trial to support registration in the United States.  
**In a separate transaction, Pfizer has agreed to acquire Serenex**, a privately held biotechnology company with a Phase I clinical candidate and an extensive compound library that targets heat shock protein 90 (Hsp90), which shows promise in treating various types of cancer. Financial terms weren't disclosed. The acquisition is part of Pfizer's ongoing strategy to expand its oncology offerings.  
For more information, visit [pfizer.com](http://pfizer.com).

## Follow up

**BIOSPACE**, San Francisco, provides career solutions and Web-based resources and information to the biotechnology, pharmaceutical, medical device, and academic markets. For more information, visit [biospace.com](http://biospace.com).

**THE IMMUNE TOLERANCE INSTITUTE INC.**, San Francisco, is a nonprofit

corporation founded in partnership with the University of California, San Francisco to fill critical unmet needs for translating fundamental scientific discoveries into new therapies for the broad range of diseases related to the human immune system, including autoimmune diseases, allergy, asthma, cancer, and

cardiovascular and infectious diseases. For more information, visit [iti-immune.org](http://iti-immune.org).

**MEDKNOWLEDGE GROUP**, Rocky Hill, Conn., provides strategic solutions to the pharmaceutical, biotechnology, and medical device industries. For more information, visit [mkggroup.com](http://mkggroup.com).