



# 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

7589 Susan Way Dr.  
Tenino, WA 98589



# COMPANY B

- ③ 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.
- ③ 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.
- ③ Through the sales of their established vaccines, Company B's annual revenue is approximately \$330 million.

# COMPANY B

- ③ Company B has submitted Phase 1 study results to the FDA for review of its latest development, the Pandora Vaccine
- ③ The Pandora Vaccine can be administered pre or post exposure to Smallpox, Botulism and Anthrax through IV drip
- ③ Current formulation is liquid frozen at -346F°



# 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.
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# Company C

- ▶ 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
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# Company D

64 Mountain Dr.  
Valier, MT 59486

# Company D

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- ▶ 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.
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# Company D

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- ▶ 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

