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KINAPSE PRESENTS ON R&D OFFSHORING AT FT CONFERENCE

LONDON, U.K. (September 22nd 2006)

One of the strongest themes of the Financial Times Global Pharmaceutical and Biotechnology Conference recently held in London was the need for pharmaceutical companies to be proactive in searching out and exploiting global capabilities within their own organisations and with strategic partners.

Andy Black, the CEO of Kinapse, reported on a transformational change occurring within the industry's approach to offshoring. Andy Black said, "Previously the pharmaceutical industry has offshored routine business processes or partnered with service providers to conduct clinical trials at lower costs. We are now being asked by our clients to evaluate and facilitate the offshoring of entire R&D capabilities with the objective of enhancing access to intellectual assets and talent."

Nick Edwards, Chairman of Kinapse, also commented, "The global pharmaceutical industry is becoming ever more interdependent and networked in order to bring innovative medicines to patients, more quickly. The major innovation in the business model is outward looking, with the development of partners and networks to lower costs and to source new opportunities"

Western pharmaceutical companies are recognising that offshoring offers opportunities to add value to their product portfolio in addition to operational efficiencies. While the lower cost base continues to be a key attraction for business process offshoring, the industry is also looking to tap into the pool of academic talent, high quality research institutions and the pipelines of pharmaceutical companies headquartered in emerging countries.

Andy Black's presentation to the conference is available on the Kinapse website www.kinapse.com under [White Papers](#).

About Kinapse

Kinapse provides specialist information processing services and business consulting to life sciences R&D organisations at unmatched value.

Kinapse has a novel delivery model that allows it to bring together the very best people in global project teams in a wide range of R&D domains with total commitment to the success of our clients. The delivery model is differentiated from conventional R&D services companies by:

- blended onshore-offshore teams, tailored to client requirements;
- industry-veteran consulting partners who bring deep experience and expertise in specific functional areas;
- exclusive service partners with distinctive, complementary services.

Kinapse personnel have worked with many of the world's top pharmaceutical and biotechnology companies in consulting and information processing engagements.

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