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Sartorius Stedim, Lonza modify cell culture media agreement

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Sartorius Stedim Biotech (SSB), a leading international supplier of the biopharmaceutical industry, and Lonza have announced that they have modified their current agreement for supply of cell culture media by mutual accord. The agreement, signed in 2012, gave SSB exclusive sales and marketing rights for certain cell culture media and buffers developed and manufactured by Lonza for use in biopharmaceutical manufacturing processes. Lonza retained sales for research-based products, among others.

Under agreements signed recently, SSB will continue to offer current and future Lonza media and buffers on a non-exclusive basis as part of its extensive portfolio of products for cell-based development and manufacturing. Lonza Pharma & Biotech resumes sales and marketing of all its media products for both manufacturing and research. Customers of both companies will continue to be able to source media products for their specific needs.

Sartorius Stedim Biotech and Lonza have also entered into a further long-term agreement for supply of equipment and consumables. Under the new agreement, SSB will be a preferred supplier for specific Lonza projects. As Lonza increases its capacity for small-scale manufacturing, notably through the recently announced Ibex Design and Develop in Visp (Switzerland), strong partnerships are key to offering the best solutions for customers.