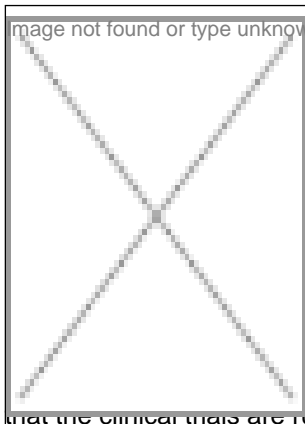


'India is a perfect place for clinical research'

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“Since the global pharma companies have been outsourcing their clinical trials on a large scale, the CRO market will grow exponentially?”



CliniRx, a full-service global clinical research organization conducts multi-national clinical trials with operations in the US, Europe and India. The company has a good network of alliance and Russia.

In an interview with BioSpectrum, Dr Joshua Baker, CEO, CliniRx Research, shares insights on its challenges, and his company's future plans.

What are the business prospect of Indian market?

Dr Baker: I have a great connection with India and I'm associated with the CRO business for quite a long time. As I have assessed the CRO business right from the 1990s, I can say that India has a great future in the CRO sector. The main purpose of this visit, is to develop business strategies and to develop good relationships with pharma and biotech companies and to ensure that the clinical trials are running smoothly.

Dr Joshua Baker,
CEO, CliniRx Research

Since there is a great potential in the India market, I have come to participate in its growth. About 40 percent of our CRO business is outsourced whereas 60 percent of the business is retained in India. For CliniRX, approximately \$150-175 million in revenues comes as services fees.

Q What kind of partnerships do you have in India?

Dr Baker: We have many partnerships in India on a contractual basis. Now, our main aim is to build substantial relationships with big pharma companies and their subsidiaries. We have plans to develop long-term relationships with these big companies. However, due to confidentiality agreement, we cannot reveal the names of these companies.

Q Do you find the infrastructure in India adequate for CRO business?

Dr Baker: India is a perfect place for clinical research. From availability of sites to patients, it has all the required infrastructure. Now the situation in India resembles that of the US in 1990s when the CRO business was growing exponentially.

Q What kind of clinical trials are currently going on at CliniRx?

Dr Baker: We have substantial experience in conducting clinical studies in several therapeutic areas. Clinical trials are happening in the areas of schizophrenia, oncology and cardiovascular. Besides, trials for various metabolic diseases are in the pipeline.

Q What are your growth expectations in the coming years?

Dr Baker: Since the global pharma companies have been outsourcing their clinical trials on a large scale, the CRO market will grow exponentially. We are looking forward to a significant regional expansion. I believe that CliniRx will grow significantly in the coming years.

Rahul Koul in New Delhi