Quintiles is the global leader in pharmaceutical services, improving healthcare worldwide by providing innovative development solutions, quality professional expertise, market intelligence and partnering solutions to meet the dynamic needs of the pharmaceutical, biotechnology and healthcare industries. Quintiles has 16,000 specialized employees across offices in over 50 countries.

Quintiles Asia Pacific has clinical development offices in 13 countries. Since 1993, the Quintiles clinical team in Asia Pacific has completed over 600 clinical trials involving about 3,500 sites and more than 80,000 patients.

Quintiles East Asia Pte Ltd was established in 1995 in Singapore as a wholly owned subsidiary of Quintiles Transnational Corporation and today, operates throughout the Asia Pacific region. It offers the full spectrum of clinical development services, including clinical research, laboratory services, regulatory affairs and consulting to pharmaceutical and biotechnology firms.

Quintiles offers services in diverse therapeutic areas including central nervous system (CNS), oncology, cardiovascular, respiratory, urology, autoimmune, endocrinology and infectious diseases. Quintiles in Asia also enjoys unparalleled geographic reach. In 2005, Quintiles set up offices in Indonesia and Vietnam, adding to its established operations in Australia, New Zealand, Malaysia, the Philippines, Taiwan, South Korea, Singapore, Thailand, China, and Hong Kong. In addition, Quintiles operate central laboratory facilities in Singapore and China. It also have significant operations in India.

In short, Quintiles has the resources and the right approach to deliver excellent results for small and large projects every step of the way, in Asia and virtually anywhere in the world, bringing true value to clinical development investments.
**Group interview with**

**Dr Anand Tharmaratnam**  
Head of Clinical Development, Asia Pacific and CEO, South East Asia

**Michael Stibilj**  
Executive Director, Clinical Development Services, South East Asia

**Bhavani Sivalingam**  
Senior Director, Project Management, Asia Pacific

**Yutaka DeSilva**  
Associate Director, Business Development, Asia Pacific

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**What is Quintiles’ vision of market growth overall and the goals for Quintiles in Asia?**

Quintiles is the largest and most experienced Contract Research Organization globally and in the Asia Pacific region. Currently, there is tremendous growth in the area of clinical trials in Asia and this trend is not anticipated to change in the near future. The Asia Pacific region offers significant clinical development advantages for both small and large companies. Our goals are to exceed the average rate of growth in the region to strengthen our leading position in the market.

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**What role can the Asia Pacific region play in the development of the clinical trial industry?**

The Asia Pacific region is well suited for clinical trials and the clinical trial market is a growing area. The region is a good place to carry out studies because there is excellent access to patients. There are also many well-qualified and motivated Investigators.

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**What challenges does a CRO like Quintiles face in conducting clinical trials?**

One of the most challenging issues is the ever-changing regulatory environment. We are usually the pioneers in setting up operations in new regions with the key criteria being good access to patients, good medical infrastructure, motivated investigators, and a structured regulatory environment. Because our focus is on the highest quality, globally compliant ICH/GCP data, a stable regulatory environment is a key criteria for expansion.

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**How do Quintiles’ capabilities help the development needs of biotech companies?**

Quintiles has excellent infrastructure with increasing access to more countries across the region. Our expertise, comprehensive service offering, dedicated staff, and regional footprint allows our clients access to the region. We have about 400 clinical development professionals in Asia Pacific and are the most experienced clinical development organization in the region. We can offer local knowledge, across all of Asia, with global consistency and a focus on quality.
What are some of the differences in working with large companies versus smaller companies?
As we are a mature organization with a developed infrastructure, we can help smaller-size companies with smaller infrastructures to achieve their goals. Biotech companies may not always have the resources and experience to execute development programs beyond a certain scale or geography. We have the capability to serve as an extension of their clinical teams and add real value through our expertise. Expertise enables proactive management and at the end of the day, translates to well executed delivery.

Other than clinical monitoring and project management, what supporting services does Quintiles provide?
As far as services, we provide the full range of clinical development services including project management, clinical operations, pharmacovigilance, medical monitoring and QA based in Asia. In addition, we offer globally integrated services like data management, biostatistics, and medical writing. Our NovaQuest division also engages in strategic partnership models which can add significant value to smaller companies with the highest potential.

What are some of the trends you have seen in clinical trials being conducted in the region?
The Asia Pacific region has traditionally been very strong in anti-infectives. In the past few years, however, we’ve seen significant diversification in the therapeutic areas in which studies are being conducted. The Asia Pacific region has certainly gained a lot of experience across the board. From a strategic perspective, both large and small companies can no longer afford to exclude Asia in global development programs. There is good value and excellent access to patients with the highest quality data.

What are the advantages of conducting clinical trials in “non-traditional” countries from a value perspective?
The key and largest drivers of value are indirect. Essentially, faster access to more patients from less sites.

In which areas would the Asia Pacific region have an edge over other regions or countries when it comes to conducting global clinical trials?
On an indication specific basis, there are certain diseases, like hepatitis or liver cancers, which are more prevalent in Asia. In regards to global development programs, the Asia Pacific region has a very good regulatory environment. Regulatory bodies are consistent and review/approval timelines are competitive on the global stage. We have a number of examples where the first-patient-in in global studies are from Asia.
Tell me some success stories of biotech companies that have worked with Quintiles.

Globally, Quintiles works very closely with the most successful biotech companies in the world. In Asia, about 40% of our projects are with small to mid-sized companies and we have a number of success stories where our organization has grown with the successes of our smaller clients. One of these is in the successful development of a Hepatitis B product. When we started working together, this company was relatively small but has since grown with tremendous success. We are proud to have been a significant contributor to their clinical development programs.

Contact Details:
Contact Person: Mr Yutaka Desilva
Tel: +65 6872 0429
Fax: +65 6872 0430
Email: Yutaka.DeSilva@Quintiles.com