

# The Importance of Strategic Investments and Technological Advancements

One of the foundational elements of a successful CDMO partnership is the alignment of strategic investments and technological capabilities. Companies in the animal health sector seek CDMOs that are not only equipped with state-of-the-art facilities but also committed to continuous improvement and innovation. Advanced technologies such as data analytics, artificial intelligence (AI), and machine learning are no longer optional; they are integral to staying competitive and meeting the complex demands of the market.

For instance, leading CDMOs invest significantly in new manufacturing facilities designed for flexibility and scalability. These facilities are capable of handling diverse production needs, including those of the animal health industry. The modular nature of such infrastructures allows for rapid expansion, ensuring that CDMOs can quickly adapt to new projects and scaling requirements. This adaptability is crucial in a field where the ability to respond swiftly to changing market conditions can provide a significant competitive advantage.

## Establishing Trust Through Quality and Compliance

Trust is the cornerstone of any successful partnership, especially in the regulated world of animal health. CDMOs must demonstrate a robust governance framework, including stringent quality management systems, comprehensive information sharing protocols, and reliable supply chain mechanisms. These elements are vital in ensuring that products meet the highest standards of quality and safety.

A CDMO's ability to deliver consistent quality is a key determinant of trust. This involves not just meeting but exceeding regulatory requirements and client expectations. Regular audits, transparent communication, and a commitment to continuous improvement are practices that help build and maintain this trust. For animal health companies, knowing that their manufacturing partner adheres to the highest standards of quality and compliance provides peace of mind and allows them to focus on other aspects of their business.

## The Role of Transparency and Communication

Effective communication is another critical factor in building strong CDMO partnerships. Transparency in operations, progress updates, and problem-solving processes ensures that clients are kept informed at every stage of the manufacturing cycle. This openness not only fosters trust but also allows for collaborative problem-solving, which is essential in managing the complexities of biopharmaceutical production.

For example, regular updates on the status of production, potential issues, and timelines help manage expectations and prevent misunderstandings. This level of communication is particularly important in the animal health sector, where delays or quality issues can have significant impacts on market supply and, ultimately, animal health outcomes.

## Tech Transfer Excellence:

### A Benchmark for Successful CDMOs

One of the most challenging aspects of CDMO partnerships is the process of technology transfer. This involves moving a product's manufacturing process from one facility to another or scaling it up for larger production runs. Successful tech transfer requires not only the right infrastructure but also the expertise to absorb and implement new technologies effectively.

A CDMO's ability to handle tech transfers efficiently is a significant value proposition. This capability ensures that products can be manufactured consistently and reliably, regardless of the geographic location or initial development conditions. A structured and well-documented tech transfer process minimises risks and ensures that the transition is smooth and successful. For animal health companies, this means their products can reach the market faster and with fewer disruptions, a critical factor in maintaining a competitive edge.

## Flexibility and Agility in Responding to Market Needs

The animal health sector is characterised by its dynamic nature, with fluctuating demands and evolving regulatory landscapes. Successful CDMO partnerships are those that offer flexibility and agility in their operations. This means having the capacity to scale production up or down based on market needs, as well as the ability to quickly adapt to new regulations or client requirements.

CDMOs that prioritise operational excellence and have robust systems in place for process improvement and problem-solving are better positioned to meet these challenges. By focusing on continuous improvement and leveraging advanced manufacturing technologies, these organisations can provide their clients with the flexibility needed to navigate an ever-changing market.

## The Zoetis-Syngene Example: A Blueprint for Success

A prime example of a successful CDMO partnership in the animal health sector is the collaboration between Zoetis and Syngene. This partnership, which spans over a decade, highlights the critical components of successful collaborations in this field. Zoetis, a global leader in animal health, has relied on Syngene's state-of-the-art infrastructure, technical capabilities, and robust governance procedures to meet its production needs.

Several factors have contributed to the longevity and success of this partnership. Firstly, Syngene's ability to deliver consistent quality and meet the stringent requirements of Zoetis has been crucial. The company's investment in advanced technologies and flexible manufacturing facilities has ensured that it can scale production to meet Zoetis's needs efficiently.

Secondly, the transparency and communication between the two organisations have fostered a strong sense of trust and collaboration. Regular updates, open communication channels, and a shared commitment to quality have ensured that both parties are aligned in their goals and expectations.



The small molecule animal health space offers a diverse array of opportunities, and Syngene is uniquely positioned to take advantage of them with its extensive capabilities in development and manufacturing. Syngene can develop processes with a focus on speed and cost-effectiveness without sacrificing quality, depending on the stage of development. The company can safely, optimally, and competitively accommodate chemical processes in its dedicated animal health facility. Syngene's capabilities span across large and small-scale manufacturing, as well as new areas such as ADC for animals.

Lastly, Syngene's expertise in tech transfer has been a significant advantage. The company's structured and well-documented tech transfer processes have ensured that new products can be brought to market quickly and efficiently, minimising risks and maximising efficiency.

#### Looking Ahead:

##### The Future of CDMO Partnerships in Animal Health

As the animal health sector continues to grow and evolve, the importance of strong CDMO partnerships will only increase. Companies in this space will continue to seek out CDMOs that can offer advanced technological capabilities, flexibility, and reliability. By focusing on strategic investments, quality and compliance, transparency, and tech transfer excellence, CDMOs can position themselves as valuable partners in this dynamic industry.

In conclusion, the future of animal health CDMO partnerships looks promising. By building on the principles of trust, innovation, and collaboration, CDMOs can help drive the next wave of advancements in animal health, ensuring that high-quality products are available to meet the needs of veterinarians and pet owners around the world. As exemplified by the partnership between Zoetis and Syngene, these collaborations are not just about manufacturing products but about creating value and fostering innovation in the animal health sector.



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Alex has three decades of experience in developing, commercialising and life-cycle management of products in various life science industries. Holding positions in both the US and Europe at Syngene International, his experience includes senior roles with global P&L responsibility. As a member of the Executive Committee, Alex plays a techno-commercial role, providing technical expertise to the API plant at Mangalore while building a sustainable client base for the business in collaboration with the commercial and business development teams. In addition, Alex is also responsible for biologics operation at Syngene International.