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Pharma » News » Story

PharmAust extends reach to Pacific Rim

Singapore, July 17, 2006: Commonwealth Biotechnologies Inc. (CBI) and PharmAust Ltd., an Australia-based biotech services company have signed a strategic alliance and client referral agreement to co-market their services to the life sciences industry.

The agreement will provide for ready access of customers to the largely complementary combined capabilities of the two organizations, and enable better overall solutions to be developed on the demanding timescales required by clients in the life sciences Industry.

The extended geographic reach brought about by this partnership will offer a new solution for multinational companies with global service requirements.

"This is one of those true win-win relationships where each company stands to benefit enormously from the added technology offerings and extended global reach. In particular, CBI will now have access to the large and rapidly growing market in the Pacific Rim while PharmAust will be able to offer its drug discovery services in medicinal chemistry and peptide technologies to the CBI's large client base," said Mr Richard J Freer, Chairman & COO of CBI.

"Access to PharmAust's direct sales force is also a real bonus. They are highly seasoned and, more importantly, are well versed in selling services such as those offered by CBI," he added.

PharmAust Managing Director, Dr Paul D'Sylva said, "This alliance is in line with PharmAust's strategy to work with high quality partners to enhance the range and depth of our product and service offerings to the global drug discovery industry. "

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