

EXPANDING THE BASE

OTHER INDUSTRIES REAPING BENEFITS

While it took a quarter century for aspirin to go from powder to tablet form, modern technology and know-how has life sciences now advancing at a much more rapid rate. As these new discoveries continue in medicine, devices and treatments, it has generated a positive ripple effect in other industries, including market research and corporate law.

G & S Research

Recognizing the potential back in 1997, G & S Research – based in Indianapolis – was born to provide market research to pharmaceutical and health-related companies. Since then, G & S has done work locally for Eli Lilly, Roche Diagnostics and a number of start-up companies.

“Our goal has been to provide our customers with advanced methodological, primarily statistical techniques, for being able to predict where the markets were going to go – and how they can use that information to make more money for themselves,” states Gary Schwebach, Ph.D., co-founder and president of G & S Research.

“There is a growing need for that information, and we’ve grown with that. . . . In 10 years, our workload has increased and we’ve grown pretty dramatically. Between two years ago and today, we’ve probably doubled the number of employees (to 45). Our revenue growth has been tremendous,” Schwebach continues. “We went from first year revenue of \$150,000-\$200,000 to about \$10 million per year, and we don’t see that trajectory changing a whole lot over the next decade.”

About two years ago, G & S embarked on a separate division – G & S Discovery – to expand its services backward in the cycle, to provide research prior to when a product is ready for distribution.

“There’s a whole area in back of that process, in the scientific stage, where molecules are being discovered and worked up to the point where they might be commercialized,” Schwebach offers.

One G & S Discovery product that’s garnering attention is NaviGRANT, a web-based tool for finding, tracking and analyzing biomedical research grants and trends.

“So if someone wants to understand what’s been funded or what types of research are getting funding, they can go to the NaviGRANT database and not only pull down the actual grant but also summary statistics on what percentage of the funding went to cancer, went to particular areas within the research community and so on,” Schwebach describes.

He adds, “We’re real excited about that (entire) division because it now allows us to cover the whole scope of the life sciences industry, not just the health care aspect, but back into the discovery phase, to provide support service to everybody in that chain.”

Barnes & Thornburg LLP

In 1994, law firm Barnes & Thornburg tossed its hat into the life sciences arena with the creation of a practice devoted primarily to the preparation and securing of chemical and biotechnology patents.

That group has steadily grown, adding five employees in the last five years, bringing the total to 10 – most of which are located in the Indianapolis office. (Chicago and Washington D.C. are home to the other three.)

“Basically, we have attorneys who can cover the whole science spectrum: one Ph.D.-level medicinal chemist, two Ph.D.-level organic chemists, a pharmacologist, a geneticist, two microbiologists and two molecular biologists,” offers Bradford Addison, partner and life sciences practice chair at Barnes & Thornburg. “Still, we’re actually

G & S Research offers presentations for groups interested in commercializing products developed in the state.



The monthly life sciences luncheons at Barnes & Thornburg provide industry information to the general business community.



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looking for some additional people because the work is increasing.”

Corporate clients are as equally varied. “We have direct chemistry pharmaceuticals, genetics, plus we’re also doing some nanotechnology, molecular biology, medical instrumentation, material science, disclosures and patent applications,” Addison notes.

A molecular biologist himself, Addison views his area as one of the firm’s “more emerging practices. As the life sciences industry matures here in Indiana, our group is probably growing a little bit faster than our more traditional counterparts.

“But right now, those traditional areas have more patent attorneys than we do. Yet, we are growing and pushing to grow the practice. ... At some point, I would anticipate us being at least as large as some of the other areas.”

INFORMATION LINK

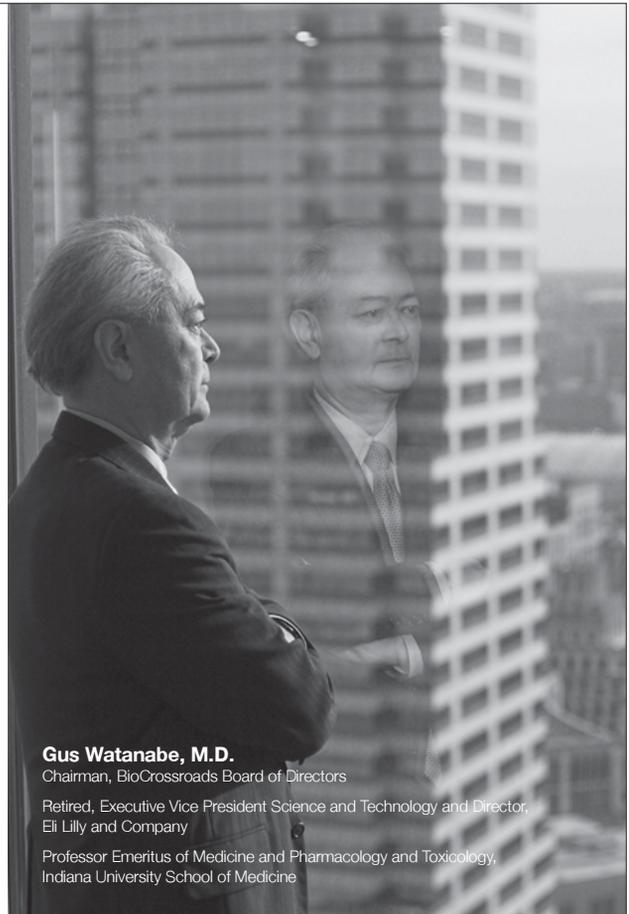
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