A WORD WITH

Carla MOESSINGER

Business Development Manager for IV Solutions & Contract Manufacturing at Grifols

Marga VIÑES

Senior Business Development Manager for Contract Manufacturing at Grifols

Carla Moessinger - Thanks to a strong background in science and a master's degree in Pharmaceutical Marketing, I have had the opportunity to work in different departments such as marketing, training and business development which helped me gain great skills in today's multi-disciplinary business environment.
Two years ago I moved from Barcelona to Los Angeles and it's been a transformative experience both personally and professionally.

Marga Viñes - After pursuing a degree in Pharmacy and an MBA in Pharmaceutical Management, I have proven to be a successful sales professional with extensive experience in the healthcare and pharma sectors, particularly, in contract manufacturing business development. Besides, I currently have strategic marketing responsibilities on an international level.

GRIFOLS

www.partnership.grifols.com

GNL-CM-2300004

How does Grifols Partnership ensure successful project completion when working with small and emerging pharma companies, and what key factors contribute to the alignment of commercial strategies between both organizations?
CM: We align our commercial strategies to support mutual growth and prosperity, ensuring a win-win outcome for both parties.

Transparency is another essential element in the successful alignment of strategies. As a small division, we value open and honest communication with our clients, providing them with clear insights into our processes, timelines, and potential challenges, which builds trust and helps us identify areas where we can collaborate effectively.

In conclusion, our success in ensuring project completion with small and emerging companies stems from our adaptability, shared vision, transparency, and access to resources as a small division within a large corporation. These factors play a pivotal role in forging strong partnerships and driving mutual success in the projects we undertake.

How does Grifols Partnership's flexibility, understanding, and capability to implement projects within shortened timelines support small and emerging pharma companies in the development of small molecule injectable drugs?
MV: The thousands of small and emerging pharma companies across Europe and North America developing novel small molecule drugs often have limited resources and expertise on drug development and manufacturing processes. They often rely heavily on contract development and manufacturing organizations (CDMOs), outsourcing much of their projects.

Grifols Partnership provide integrated services across all phases of technology transfer and manufacturing cycle providing the best support to these companies. For small firms looking to advance small molecule injectables, the ideal CDMO would also have extensive knowledge and the specialized expertise required to rapidly develop robust, high-quality manufacturing processes that are readily scalable and ensure the highest product quality and consistency.

How does Grifols Partnership's focus on quality, safety, and vertical integration contribute to be the ideal contract development and manufacturing platform (CDMO)?
CM: Quality, safety, and vertical integration are foundational pillars of our contract manufacturing organization, and we take great pride in upholding them to the highest standards. Ensuring exceptional quality across every stage of the manufacturing process is at the core of our operations.

Our team of skilled professionals work in unison to ensure that every product leaving our facilities meets the most exacting specifications. From raw material sourcing to final product inspection, we leave no room for compromise.
Vertical integration is a key differentiator for us. By controlling every aspect of the production process in-house, we can guarantee greater control, efficiency, and responsiveness.

Ultimately, our dedication to quality, safety, and vertical integration sets us apart in the contract manufacturing landscape. As we continue to prioritize these aspects, we aim to foster lasting partnerships with clients who value excellence and seek a reliable manufacturing partner.

How does Grifols Partnership's approach to lifecycle management, contribute to building long-term strategic partnerships with clients?
MV: Our team considers that product life cycle management should start as soon as possible and be part of the product strategy in order to remain competitive in the long term. For this reason, the correct approach to choosing a CDMO should take into consideration those companies capable of offering the development and manufacture of different types of containers (vials, flexible bags…). This allows to establish a strong relationship in the long term between both companies as strategic partners. Working with the same CDMO for both containers or products will save time, money and ensure continuity in mutual trust.

Our experience in the hospital market allows us to assist in the implementation of new ideas in packaging design. The relationship with customers and end users provides information and allows the identification of concerns, so we can act more quickly saving time and money.

How does Grifols Partnership's expertise position the company as an ideal strategic partner in the development and manufacturing of added value injectable products?
CM: Our team comprises highly skilled professionals with diverse expertise that bring a wealth of knowledge and experience, enabling us to fully understand the unique challenges and requirements of our clients.
We take a collaborative approach, working closely with our clients throughout the entire manufacturing process.
Our responsiveness, flexibility, and proactive problem-solving make us a reliable partner even in the context of evolving market dynamics.

In summary, it is the combination of our team's expertise, commitment to quality, and passion for excellence that positions us as the ideal strategic partner. As we continue to evolve and grow, we remain true in our pursuit of providing products and services that drive our clients' success.

How does Grifols Partnership's use of Form-Fill-Seal (FFS) manufacturing process, contribute to the quality, flexibility, and efficiency of their contract manufacturing solutions?
MV: We, as a drug manufacturer, want to achieve several main goals and seek excellence to bring to our customer, which include optimizing the cost of drug manufacturing, reducing the lead time for products and ensuring enhanced patient safety through the production of the highest quality products. One example of it is the use of FFS in parenteral drug production that helps to achieve all of these goals.

With FFS, the container production, filling and sealing processes are all optimized through automation. Lead time is reduced because three steps are combined into one process. In addition, fewer starting materials must be retained in stock, reducing the complexity of managing materials and requiring less storage space. Elimination of human interaction in the container-forming, filling and sealing processes reduces the risk of contamination or error.

In addition to the general benefits of FFS technology, Grifols customers benefit from the extensive experience we have gained applying this technology for the production of our own products and our control of the entire process.