



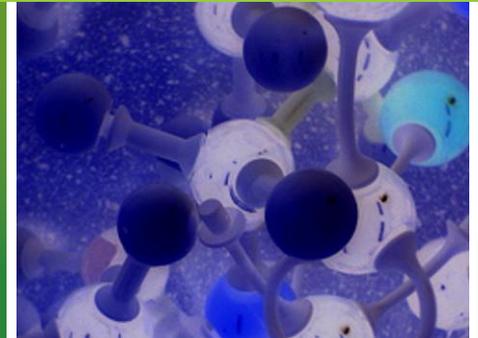
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INTERNATIONAL DISCOVERY SERVICES & CONSULTING

IDSC's Value Proposition:

Why Clients Come & Come Back:

Because Clients seek value!



Leadership: IDSC's >40 discovery and development [directors](#) have a career averaging 25 years each with high level scientific and management expertise.

- Our directors have taken programs from [discovery](#), through [preclinical](#) development, to the [clinic](#) and from Phase I to market.
- Our clients appreciate the impact that our [experienced team](#) brings to their discovery and development programs and more importantly, their shareholders.
 - Case study: Our directors have [decreased timelines](#) (6-12 months) and [saved costs](#) (\$100-300 thousand) for one client by identifying lead molecules to progress through the development process.
 - Case study: To meet a client's key business objectives IDSC recently completed a clinical development plan in [35 days](#), from first e-mail contact to delivered plan.
 - Case Study: A team of 8 IDSC directors prepared a gap analysis to assist client in understanding the gaps between their current status and IND filing: Clinical Advisory Board (CAB) was established and the team was engaged to partner with the client to develop the asset.
 - Additional [Case Studies](#) are on the website.

Science & Consulting: IDSC brings its clients an interdisciplinary leadership team with career expertise in all of the major therapeutic areas (TAs; we are especially strong in antibacterials, CNS, CV, oncology, and inflammation). For any given TA IDSC's clients come to us for leadership in medicinal chemistry, molecular modeling, pharmacology, toxicology, ADME, regulatory compliance, clinical pharmacology, CMC/API management, formulation, commercial assessment and clinical study design.



- The team remains at the cutting edge of their fields.
- Our third party due diligence & program reviews have allowed entrepreneurs to invest in cutting edge research with increased confidence.
 - Case study: Using our feedback, together with other factors, one of our VC clients chose to invest \$18 million (series B funding) in a novel approach and technology platform.
- As respected leaders in their field our directors provide insight to the industry by giving [conference presentations](#).

Outsourcing: IDSC was founded by leaders who pioneered discovery outsourcing & built a \$35M global discovery outsourcing program within big Pharma.

- We have a successful track record of increasing the productivity of the CROs we manage, including doubling the productivity of high performing CROs.
- We guide our clients to the highest value vendors.
 - Case Study: One client came to us because they went to three CROs to make a reactive intermediate and none of their CROs could isolate the compound. We selected several of our accredited vendors to tackle the challenge. We obtained three competitive quotes from our preferred vendors, awarded the project to the lowest bid, and the vendor delivered quality material on time.
- Our management of CROs allows the client's important internal resources to focus on other high value activities, driving programs to decision points more rapidly.

Fees: IDSC provides our clients with a fee structure competitive with our peers and more cost effective than internal FTEs.

We bring career big-pharma leadership expertise to our clients blended with credentialed near and far-shore CRO pricing.

Our clients enjoy expanding and shrinking their leadership resources as needed and contracting leaders to rapidly fill critical path roles for only the period of time they are needed.

Our clients come to IDSC seeking individual consultants, small teams, as well as fully integrated project teams.



FROM HIT TO THE CLINIC: IDSC IS YOUR DRUG DISCOVERY AND DEVELOPMENT PARTNER

