



# Vetter Development Services USA Inc.

Interview partner:

**Peter Soelkner,**  
*Managing Director*

*Vetter Pharma  
International GmbH*



## 1. What is the strategy behind launching Vetter Development Services USA Inc.?

Since nearly half of our business is in North America, the creation of a facility in the US is strategic to Vetter's plan for global growth. The Chicago site will offer us the opportunity to work with our customers at a very early stage in the development process, when collaboration is critical. The Chicago site will focus on conducting pre-clinical, phase I and phase II projects.

## 2. Did the market drive the decision to create the Chicago site?

Increasingly, pharma and biotech companies are outsourcing development and manufacturing so they can better focus on research and marketing, reduce costs and speed time to market. Roughly two-thirds of all projects in North America are in phase I and II, presenting us a substantial opportunity. Small biotech firms, especially, often seek an experienced partner in early development.

## 3. A new site means new technology. What characterizes Vetter's services in Chicago?

The new site is state of the art and offers several advantages to our customers. Our manufacturing process essentially reduces the loss of valuable API. We are engaged in optimizing processes and offer customers a single partner for all needs, which can help shorten development times. The new site will perform automatic filling of liquid and lyophilized vials, the injection system used with more than 90 percent of early-stage parenteral candidates. We will also establish a semi-automated line for the filling of cartridges, dual-chamber systems and syringes.

## 4. How will the Chicago location benefit Vetter's customers?

The facility is uniquely positioned. Centrally located within the United States, the site is within 20 minutes of O'Hare Airport, a domestic and international hub. We are located in a thriving biopharmaceutical region with an established infrastructure and prominent research institutions.

## 5. How will the site enhance service to your customers?

Our location and "one-stop-shopping" approach will help shorten time-to-market. Because we will be able to collaborate with our customers very early in development and then be prepared for transfer later-stage products to our commercial manufacturing facilities, customers will find they can save time and money without compromising quality.



Vetter dedicates new facility in suburban Chicago.

From left to right: Wolfgang Kerkhoff (Executive Committee Vetter), David Miller (President and CEO Illinois Biotechnology Industry Organization (iBIO)), Oskar Gold (at rear, Vice President Key Account Management Vetter), Udo J. Vetter (Executive Committee Vetter), Donald E. Morel, Jr., Ph.D. (at rear, President and CEO West Pharmaceutical Services, Inc.), Dr. Claudia Roth (directly to left of plaque, Director of Development Services Vetter), Peter Soelkner (directly to right of plaque, Managing Director Vetter), Dennis Sienko (at rear, Senior Advisor to the Director Illinois Department of Commerce and Economic Opportunity), Gunther Strothe (Executive Committee Vetter), Thomas Otto (at rear, Managing Director Vetter), Max Horn (Managing Director Vetter), Michael Rosen (Senior Vice President, New Business Development Forest City Science + Technology Group).