



Making sense of technology transfer

Streamlining technology transfer through transparency and collaboration.

As a project moves from one organisation to another, a seamless technology transfer is critical to the success of any API development and manufacturing project, but particularly for products in later stages of development. A successful technology transfer will carefully maintain quality, adhere to regulatory standards and uphold project efficiency. **During the transfer, a responsive and transparent partner is key to mitigating costly knowledge gaps and will work collaboratively through the challenges to ensure the near and long term success of the project.**

Nearly **60%** of pharmaceutical outsourcers say that **reduced technology transfer burden is a key benefit of a full-service CDMO.**¹

The **challenges of technology transfer** and the need for an experienced partner.

The **technology transfer process can vary greatly based on the amount of data available and the stage of the project.** When an organisation has recently acquired the product, for example, key details about the programme may be limited. An effective development and manufacturing partner will identify and endeavor to fill in the gaps and overcome associated challenges, making their level of experience, collaboration, proximity and responsiveness critical.

How can the right partner make for a seamless technology transfer process?

An experienced outsourced partner takes the time to fully understand key project parameters and helps to increase efficiency. By applying their previous experience and working collaboratively, the right partner will be able to identify and communicate the best approach to the technology transfer process for your organisation while maintaining critical continuity. **Here are some key advantages of working with a partner who can provide significant technology transfer expertise.**

Did you know? External technology transfers can take around **6 months more** than internal technology transfers.²

Collaboration and transparency

By consistently collaborating with customers and providing full transparency, the right outsourced partner ensures that processes are carried out efficiently and accurately after the technology transfer. With complete visibility into the process, the customer can quickly identify when processes are not properly reproduced and work with their partner to overcome discrepancies.

Specialised resources

An experienced partner provides access to specialised tools for process understanding, process mapping, scale-up risk assessment, and other key focuses of the technology transfer process. By applying these resources, the partner can more readily understand knowledge gaps and work with the customer to flesh out the process.

Full-lifecycle services

A partner who delivers both development and manufacturing services can provide a 360-degree view of the process, from research and development to engineering, supply chain, and more. Equipped with a more comprehensive perspective, your partner can better understand the nature of your product while considering it in the context of the full project lifecycle.

Technical expertise

By leveraging extensive technical expertise, your outsourced partner should provide the ability to fill in knowledge gaps based on previous experience. Having worked on a wide variety of projects, your partner should deliver insight into key process attributes based on similar projects and challenges they have encountered in the past.

Proven partnership to streamline technology transfer.

At Sterling, we deliver years of technical expertise spanning a wide variety of projects in order to streamline the technology transfer process for our customers. With facilities at centres of small molecule innovation in the US and UK, our proximity to our customers enables us to maintain consistent communication, transparency and partnership to make complex technology transfers simple. **In addition, with the ability to support projects from grams to tonnes, we can seamlessly transfer customers' projects across our facilities specialising in different stages of the lifecycle.**



Service

We pride ourselves on being easy to do business with, removing layers of complexity, maximising flexibility and adaptability to your requirements, and doing what we say we will do, again and again.



Passion

We promise to treat your molecule as our own, drive progress by continually exploring new and emerging capabilities, and do the right thing for our people and planet.



Science

We combine our expertise in complex and hazardous chemistry, our world-class facilities and our full-lifecycle capabilities to place scientific excellence at the core of every solution we deliver.



Are you ready to overcome technology transfer challenges with an experienced partner? Learn more at www.sterlingpharmasolutions.com

1. Survey, Perspectives of Pharmaceutical Outsourcers and Contract Manufacturers. Pharmaceutical Outsourcing, 2019. | <https://www.pharmoutsourcing.com/Featured-Articles/558829-Survey-Perspectives-of-Pharmaceutical-Outsourcers-and-Contract-Manufacturers/> (accessed March 9, 2022).
2. O'Sullivan, C., Rutten, P., Schatz, C. Why tech transfers may be critical to beating COVID-19. McKinsey & Company, 2020. | <https://www.mckinsey.com/industries/pharmaceuticals-and-medical-products/our-insights/why-tech-transfer-may-be-critical-to-beating-covid-19> (accessed March 9, 2022).