



A full range of services tailored to your needs

## New Business Development Team

**"Attention to detail and the highest level of customer care," that's what Dr Mel Ford believes is behind Triveritas' success so far.**

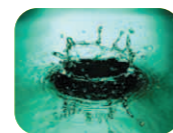
With a dedicated "Business Development Team" in place, that ethos has never been as important. Triveritas listens carefully to what their clients tell them and works hard to create exactly the support and assistance they need. Mel has been a consultant with Triveritas for over 4 years working in regulatory affairs and project management, and has a doctorate in TSE and prion disease.

### Contact:

If you would like any further information on our products or services, please don't hesitate to call Mel on **+44 (0) 845 123 28 88** or e-mail [mel.ford@triveritas.com](mailto:mel.ford@triveritas.com)

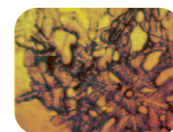
## RANGE OF SERVICES

### START-TO-FINISH SERVICE



With our breadth of knowledge we can help you take projects from proof of concept to international approval swiftly and efficiently.

### VETERINARY CLINICAL TRIALS



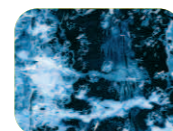
We have access to experienced EU investigators and provide fully compliant support and monitoring at all stages.

### MANAGED TRIALS



A specialist team of dedicated Triveritas veterinary investigators are committed to delivering clinical trials to VICH GCP.

### REGULATORY AFFAIRS



From strategic advice to MA maintenance, with our up-to-date knowledge of legislation we can help you through the regulatory maze.

### CONTRACT PRODUCT DEVELOPMENT



Unrivalled experience in veterinary pharmaceutical and biological product development. We offer a full range of project management services.

### CONTRACT QUALITY ASSURANCE



With excellence in QA, we provide contract QA to current quality standards to the principals of GCP, GLP and GMP.

### STATISTICAL ANALYSIS



Expertise in study design and data analysis from R&D trials that evaluate safety, efficacy and quality.

# TRIBUNE

Issue 01

The newsletter from Triveritas

Summer 2006

## TRIVERITAS CONTINUES TO GROW



Julian Braidwood

BVSc (Hons) MRCVS

### Julian Braidwood on Triveritas' experience, expertise and depth of knowledge.

**"We've had to grow to meet the demand from clients," that's how Triveritas' Managing Director Julian Braidwood describes the company's rapid expansion.**

Over the last year turnover has doubled, the company opened a new office in Berlin, and has delivered projects across the EU, the USA, Japan, Australia and New Zealand. Julian added, "In the 6 years since Triveritas was launched we have grown from a staff of 3 to 16 but we've been careful to make sure the same high Triveritas standards can be delivered." Triveritas have ensured that any expansion is in response to demands from its clients for their independent services and not "growth for growths sake".

Triveritas' directors have over 50 years experience in Animal Health and the company has also recruited an impressive range of expertise; including veterinarians, pharmaceutical and biologicals specialists. This depth and breadth of knowledge allows Triveritas to offer an expert service across many disciplines and has underlined the company's expansion in a full range of products from full product development, to VICH GCP clinical studies and from regulatory affairs to contract QA.

Since Triveritas launched:

- Expertise has grown with an increase from 3 to 16 staff
- Berlin office opened and a German director appointed
- Almost 250 projects completed worldwide
- Turnover doubled in the last year
- New UK headquarters opened



### Directors

**Julian Braidwood**  
BVSc (Hons) MRCVS

**Sue Lester**  
BSc (Hons) FRQA

**Dr Angela Colston**  
BVM&S PhD MRCVS

**Roland-G Ludwig**  
Veterinarian

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# GERMAN OFFICE TAKES OFF

## Roland Ludwig tackles the German regulatory regime

**Triveritas' Berlin office isn't a year old yet - but the decision to expand into Germany has been vindicated by the range of exciting projects already undertaken by Triveritas' German director Roland Ludwig.**

Triveritas has completed a major multi-site food animal study at 15 locations in Germany and has recently started a significant companion animal project.

One factor behind the decision to open a Berlin office was the complex regulatory regime in Germany, and Roland's expertise and experience has proved invaluable. Roland is a vet and has extensive experience of the Animal Health industry. His industry wide knowledge and range of contacts has made the running of projects in Germany extremely cost effective and efficient for Triveritas' clients.

Triveritas believes Berlin is right at the heart of a huge expansion in the Animal Health market. Roland tells us "Anyone looking at a map of Europe a few years ago would have thought Berlin was on the edge of Europe, but with the expansion of the EU and opening of markets to the east, Germany has never been so important in the Animal Health industry."



## REGULATORY AFFAIRS

**Companies of all sizes are turning to Triveritas to cure their "regulatory headaches".**

Clients know that Triveritas understands the regulatory maze and can deliver to international standards. By keeping up-to-date with the continual changes in legislation, Triveritas leads the field in maintaining an awareness and understanding of regulatory compliance issues, which can be passed on to clients. "One of our key strengths lies in our ability to tailor our regulatory services to match the needs of clients," believes Dr Manju Bushi, Regulatory Affairs Consultant.

International clients are increasingly turning to Triveritas for strategic regulatory advice. Triveritas' flexible approach enables them to handle complete dossier compilations or individual submissions to the Regulatory Authorities throughout the EU. In contrast, smaller companies frequently find it more efficient to outsource the maintenance of Marketing Authorisations to Triveritas as they offer a reliable, comprehensive service leaving clients more time to focus on other aspects of their business.

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## TRAINING AND CONFERENCE ATTENDANCE

**Triveritas, with its unique combination of experience, quality and project delivery, is now being called upon to spread that knowledge with a series of bespoke training courses for clients.**

Dr Angela Colston, a recognised expert in the area of vaccines and biologicals, has given a series of tailored business-to-business and one-to-one training courses.



Sue Lester  
BSc (Hons) FRQA

Fellow director Sue Lester (FRQA) has been delivering training in Quality Assurance to technical professionals including heads of R&D at some of the largest and smallest companies in Europe. Her aim is to help clients incorporate QA into their routine processes.

Sue believes a key training area for the future, based on client enquiries and concerns, will be comprehensive monitor training for the conduct of compliant clinical trials. There is a real need for 'best veterinary monitor practice' training and Triveritas are actively working on training modules in this area.



Angela Colston  
BVM&S PhD MRCVS

MD Julian Braidwood and Dr Angela Colston are in demand at several important industry fora. Julian has recently been speaking at symposia on companion animals and target species tolerance and Angela on immunological submissions in the EU.

### Coming up in the next few months

London	Julian	June 2006	Clinical development, target species tolerance and Expert reports
Amsterdam	Julian	July 2006	Regulatory strategies for development
London	Angela	Autumn 2006	Vaccine Potency testing
London	Julian	October 2006	Registration of Veterinary Medicines in the EU

## CLINICAL TRIALS

**Triveritas' own team of vets understand the needs of the clients and by fully relating to their projects can deliver trials with full compliance.**

With a proven track record, Triveritas can solve most clinical trial issues with contacts to more than 50 trial sites in the UK plus significant resources in Germany, France and elsewhere in the EU.

Companion animals now account for more than one third of the world market for Animal Health products; and in line with the increase in pet numbers Triveritas has seen a rapid increase in companion animal projects, including novel lifestyle products.

"With our Managed Trials service, our innovative and creative approach enables us to meet client's needs and find imaginative ways to conduct pivotal trials in many EU countries" Julian explains. Triveritas' team of dedicated, trained veterinary Investigators are able to concentrate on the trial without the distractions of the veterinary practice environment. This enables Triveritas to deliver trials to VICH standards and ensures that the data for regulatory submission is both complete and compliant.



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