



Communication

Is A Foundation For Effective Biotech-CDMO Relationships

Featured Biotechs:

Levicocept Limited

Surrozen

Pionyr Immunotherapeutics, Inc.

Corvus Pharmaceuticals

Lonza's small biotech series highlights the critical components that smaller innovators need to enjoy successful relationships with CDMOs. Here, the journeys of four diverse biotechs show the value of **Communication**.

Understanding a Complex Field

While Simon Westbrook founded virtual company Levicocept to continue working on a novel analgesic for the treatment of osteoarthritis, he also knew that he would eventually "need to partner with Big Pharma to get his molecule to market." He categorizes his first two efforts with various CDMOs as failures "because the molecule is complex and there were challenges in understanding" it during development. But upon teaming up with Lonza, Westbrook's experience took a turn: "We worked together in a close collaborative effort from the outset," he explained.

"The team at Lonza listened and understood the science and the key features I wanted. Open communication was fundamental to the successful resolution of the first pilot batch issues – everything

was discussed. Lonza ensured continuity with the same group of scientists. There is no wasted time repeating previous work or trying to reinvent the wheel."

Craig Parker of Surrozen — a small biotech with two complex bispecific antibody candidates — was also impressed with his experience with Lonza's team. "The fact that there were 10-12 people in the room who clearly understood what we were doing, the key characteristics of our molecules, and some of the uncertainties, demonstrated that they were approachable. We found the scientists to be open-minded and willing to listen to us."

Consistent Responsiveness No Matter the Circumstances

Alicia Levey suspected that finding a CDMO to work with her small start-up Pionyr Immunotherapeutics would be challenging, and the COVID-19 pandemic certainly didn't make matters easier. "Lonza was well-organized and provided informative virtual tours of its sites as many times as we requested. They were

also very responsive, turning documents around and providing answers to our questions quickly. The mix of formal and informal interaction is beneficial in terms of keeping our project on track.”

Levey was pleased to find consistency in her “single point of contact” with Lonza. “That person is now our account manager, which provides continuity. Lonza was open and candid. There was a camaraderie in the process, as serious as the process is – the two teams laughed along the way, which made it an enjoyable experience.”

Cutting Through the Gate-Keeping

Ben Jones of Corvus Pharmaceuticals, a clinical-stage immunology-focused company developing drugs targeting the most critical cellular elements of the immune system, explained that “the project managers and scientists at Lonza have been very responsive to our requests”.

In addition to the main points of contact the company had within Lonza, Corvus’ team were also connected with “subject matter experts such as the regulatory person directly to avoid delays”. “Being able to talk to the scientific personnel on site helped us get a better understanding of the biggest risks and how they could be managed.”



Featured Contributors

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