



aktaPD: an Action-oriented Approach to Pharmaceutical Development

Success Story: aktaPD ROI (Really Outstanding Impact) (And Impetus, Ingenuity, Instincts, and Ideas!)

“What we learn from history is that people don’t learn from history.”

Warren Buffett

(Sorry, Warren, but, we beg to differ.)

Sure, that may be true when it comes to the stock market but, it’s not true for us. At this time of year, other companies are talking about the future, the maybes and what-ifs. We believe the best forecast of our future is our compelling past, the successes and benchmarks: how, once invited in, we helped our clients meet their goals and positioned them for even greater success in 2015. While our history shows that we’re a young company, it also shows that we’ve already hit some significant milestones—for our customers and ourselves.

Our track record of the past year’s successes for clients paints an exciting picture of what’s to come at aktaPD:

- Played a key role in smooth acquisition by a Fortune 500 company.
- Helped raise \$20M in venture capital.
- Jump-started a difficult and complex first-in-human protocol for a neurological indication.
- Engineered successful pre-IND meeting for a novel anti-cancer agent.
- Revised an entire development program for a unique product, facilitated site and subject enrollment, worked with FDA and DSMB to significantly accelerate enrollment goals, and helped raise capital - all of which increased the company’s valuation.
- Helped develop European Phase1b/2 clinical trial for a new molecular entity for rare neuro-inflammatory indications.
- Designed aggressive development plan, timelines, and cost analysis from preclinical to POC for pulmonary product’s orphan indication.
- Delivered expert input on a diagnostic test’s potential indications.
- Evaluated vendor expertise and work product resulting in cost savings and added value for privately-held company.

- Took over medical supervision for an on-going international metastatic cancer program.
- Provided expert insight in selection of an RNA inhibitor platform technology's first indications.
- Supervised the successful preclinical evaluation of a potentially immunogenic compound.
- Helped guide a successful Complete Clinical Hold response for a rare disease indication.
- Acted as independent medical reviewer for a small company's EU safety committee.
- Provided industry contacts for many clients to add value to their programs.

Our internal operational successes for 2014:

- Added top talent all over the globe, including a superb team in Europe.
- Launched our highly-visited website which boasts a phenomenal 35% repeat visitor rate with an average “stay” of five pages per visit.
- Started a sales and marketing campaign that includes a PR program and a widely-read e-newsletter which has an impressive open rate of 22%.
- Increased our email target list five-fold.
- Grew our customer base over ten-fold.
- Initiated our Connectics TM program between clients, CROs, and charities.
- Celebrated Super Bowl XLIX in Boston with top pharma leadership from the US, Europe, and Canada: we had a Supah Sunday!
- Provided tutoring, shadowing, and mentoring experience in the art of medical monitoring.
- Contributed to charitable organizations including the American Heart Association and The Schwartz Center for Compassionate Healthcare.
- We were profitable!



**“An investment in knowledge always pays the best interest.”
Benjamin Franklin**

Benjamin Franklin is right. We have the knowledge, the wisdom, the track record—and it’s paying off for our customers. But, it’s not so much what we do but how we do it...and that’s all about our excellent people and their commitment to the business – your business. We put clients first. We get the job done, as promised. We do business fairly, ethically, kindly, collaboratively, and wisely. And, we enjoy it. “Development of any product is complicated, with many interconnecting facets,” says **Lou Vaickus, MD, FACP**, founder and President. “In this competitive industry, you have to ask, “Who is looking at efficiencies, who is asking whether the plan makes sense, and, more importantly, who is qualified to give those answers?” We’re building a smart company of smart and experienced people.

We can help organizations answer these questions and move new, safe, and effective investigational products to market.”

You want an eROI (excellent return-on-investment). Is your organization ready for a partner who does not take a traditional approach to drug development, who believes in actions, not words? aktaPD is an international Life Science industry partner to private, academic, and government clients developing new chemical/molecular entities (NCEs/NMEs), biosimilars, biologics, diagnostics, and devices. We provide expertise in all facets and phases of product development, specializing in preclinical and clinical development, regulatory affairs, leadership, manufacturing, marketing, operations, technology, and knowledge transfer.





To learn how aktaPD's proven experts can help you accomplish your goals, [click here](#).

Thanks for the reading 😊 if you like this issue make sure to forward it to your friends.