

IPC – USP

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Road Ahead for IPC – Power of Partnership

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What partnership ensures

- Faster Results
- Better quality
- Reduction in cost
- Increased efficiency
- Work in neglected areas

Partners

- USP

- 118 years old
- Worldwide reputation and presence
- Experience

- IP

- > One year old (toddler?)
- Struggling to grow in the new environment
- Main strengths: ambition and will

Win Win Win partnerships

- Exploiting the skills of each partner
- Complementing abilities of partners
- Compensating weaknesses of other partners



Different Models of partnerships (not cartels!)

- Public – Public
- Private – Private
- Public – Private

Problems in partnership

- Conflict of interest
- 'Cultural' differences
- Lack of 'chemistry' among partners
- Loss of interest from any partner
- Resentment to entry of new partner
- Change in priorities
- Lack of team work by mismatch and other reasons

Steps in building partnerships

- MOU
- Agreement
- Evolving efficient working models, with effective monitoring to yield the right results
- Sustaining the partnership through the phases of growth
- Flexibility to change with the changing environment

Invitation for brainstorming

- Any new innovative ideas?
- Comments?

Thank you