

# How Rondaxe Saved DalCor Over a Million Dollars

## 1. Challenge

DalCor wanted to bring their new potential blockbuster drug to market. In order to do that, they needed to purchase an advanced intermediate from Roche-- at a fair price. They brought in Rondaxe to answer one question: should they purchase the compound from Roche, or should they manufacture it themselves?

## 2. Solution

EstiDATA--a proprietary software tool that provides in depth analysis of the cost of manufacturing of compounds. Coupled with the process knowledge of a team of Rondaxe experts, a thorough cost analysis was completed on the advanced intermediate.

## 3. Impact

A powerful negotiation tool for saving money:

- 1.7 million dollars: Realized savings due to increased bargaining power.
- >30,000%: Return on investment.
- 2 Years: The amount of clinical supplies gained by acquiring the compound at a reduced price.

### Rondaxe Pharmaceuticals

Rondaxe Pharma is a worldwide consulting company comprised of industry experts helping biotech and pharma companies.

Rondaxe's software solutions are already in place in major pharmaceutical companies. See what we can do for you.

[www.rondaxe.com](http://www.rondaxe.com)

## Improve Project Cost Management and Gain Better Insight

DalCor Pharmaceuticals - an international pharma company - wanted to create a more effective treatment to reduce the risk of cardiovascular events. They had acquired a promising candidate from Roche, and were eager to advance their candidate, a long, expensive road. In order to move forward, DalCor was considering the purchase of 1.7MT of an advanced intermediate, which could save them time and money. Roche was offering their existing stock at a price of \$2,000/kg.

DalCor partnered with Rondaxe to increase their insight into the manufacturing cost of the advanced intermediate in order to evaluate the should cost of the compound. Using EstiDATA, our powerful cost estimation software, Rondaxe provided key cost drivers and the expected cost to manufacture the compound, with an estimate of \$700/kg versus the price of \$2,000/kg.



## Powerful Cost of Goods Analysis for Increased Knowledge

Rondaxe provided DalCor with the tools necessary to strengthen their case at the negotiation table. Armed with this information, DalCor returned to negotiations stronger than ever. The result of the renewed negotiations?

***1.7 million dollars in savings.***

## Why Rondaxe?

EstiDATA was chosen for its' ease of use, flexibility and versatility. EstiDATA allows for consistency throughout the team, easy transferability and comprehensive should cost of the manufacturing process.

With Rondaxe, DalCor leveraged a strategic partner in their discussions, one who could also advise on development, data management, FDA compliance and overall project management. The ability to incorporate the EstiDATA platform into negotiations was a powerful tool that allowed DalCor to realize over 1.7 million dollars in savings, and exceed project goals.