

Biologic and Small Molecule Drug Substance CDMO Selection Metrics Align



ISR's annual CDMO Benchmarking research asks participants to identify the CDMO attributes that factor into their service provider selection decision. Four out of five of the top metrics sync up among drug substance outsourcers for biologics and small molecules. However, among large molecule outsourcers, a *Track record for meeting quality performance metrics* made the top five but landed in 8th position among small molecule outsourcers. Conversely, small molecule outsourcers prized a *Proven ability to manufacture small molecule API* while this attribute ranked 6th for biologic outsourcers.

"Please review the following attributes and select the 5 most important to you when selecting a provider for [biologic / small molecule] drug substance contract manufacturing services."

"Among the following attributes, please select the 1 most important to you when selecting a provider for [biologic / small molecule] drug substance contract manufacturing services."

Small Molecule API	Top Five	Number One
Has capacity to meet our demands	44%	10%
Reliable on-time delivery	40%	10%
Strong regulatory track record	40%	10%
Proven ability to manufacture small molecule API	37%	15%
Low cost	35%	9%
Biologic API	Top Five	Number One
Reliable on-time delivery	39%	7%
Has capacity to meet our demands	33%	13%
Strong regulatory track record	33%	5%
Track record for meeting quality performance metrics	32%	10%
Low cost	31%	9%