

Rick J. Offerman, Ph.D.

Senior Project Management Consultant

Core Competencies

- Synthesis of APIs
- Organizational Leadership
- High Potency APIs
- Contract Manufacturing
- CMO Selection
- Controlled Substance
- Due Diligence
- Hazard Analyses
- Process Improvement

Professional Summary

Dr. Offerman has more than 30 years' experience in API, drug substance and drug product manufacturing. He has offered API and CMO services in a marketing and business development role. He has provided scientific and manufacturing expertise to problem-solve for clients' manufacturing projects at CMOs. He has negotiated manufacturing services agreements (MSAs) and quality agreements for the manufacture of APIs, and has managed the relationship between marketing, research, development, manufacturing and regulatory personnel in support of API manufacturing projects.

Prior to joining DSI, Dr. Offerman was an independent consultant specializing in small molecule, highly-potent APIs and controlled substances. His experience includes positions with several CMOs that specialize in small-molecule APIs development and manufacturing. As an industrial chemist, his roles were in the laboratory development and scale-up of small molecule processes. As a process engineer on a manufacturing staff for several years, he was responsible for all the technical aspects of manufacturing products at a multi-ton scale.

Education

Ph.D.	Organic Chemistry	University of Iowa
M.B.A.	Health Sector Management	Duke University
B.S.	Chemistry	Upper Iowa University

Professional Experience

Design Space Inpharmatics, LLC

2014 - Present

Independent Consulting

Senior Project Management Consultant

Assisted clients with projects in business development and account management for APIs and intermediates, custom synthesis projects, market sizing for new products, competitive products and market segmentation. He

negotiated business agreements (CDAs, contracts, MSAs, quality agreements, etc.) for Clients manufacturing unnatural amino acids and intermediates for small molecule APIs. He provides consulting services on the CDMO marketplace to venture capital, private equity and investment banks. US Project Manager for Japanese company managing manufacturing of final API's and registered starting materials. Project Manager of API development serving as person in plant, monitor process and liaison between CMO and client.

Cambrex

2007 - 2013

Associate Director, Marketing Services

Developed and provided market research and business intelligence company-wide.

- Identified and evaluated acquisition targets,
- Developed leads for NBD personnel,
- Analysis of customer pipelines by phase and type of molecule,
- Developed market-sizing estimates for branded and generic APIs,
- Wrote white papers summarizing markets on ADHD, cardiovascular drugs, hepatitis C, opioids, restless leg syndrome, irritable bowel syndrome and diverticulitis,
- Wrote and responded to questions from investment community during quarterly updates,
- Tracked customers, competitors, emerging markets, products and provided updates,
- Wrote business/strategy plans for expanding controlled substances/high potency API business,
- Developed branding messages and aligned marketing materials and brochures,
- Wrote/coordinated articles for trade journals and press releases.

Boehringer Ingelheim Chemicals

2005 - 2007

Senior Manager, New Business Development

Responsible for business development efforts for Boehringer Ingelheim contract manufacturing services for APIs

- Identified over 70 new business opportunities, initiated relationships with clients and presented BI's capabilities in contract manufacturing for clients in US and Europe,
- Conducted pipeline reviews on over 20 target companies and developed strategies for conducting business discussions with the companies,
- Negotiated numerous agreements with clients including Confidentiality Agreements (CDAs), Manufacturing Services Agreements (MSAs), Quality Agreements for manufacture of APIs.



Rick J. Offerman, Ph.D.

Senior Project Management Consultant

DSM PharmaChemicals

2002 - 2004

Project Manager/Business Development

Evaluated new intermediate and API projects both technically and financially. Coordinated activities of marketing, research, development, manufacturing and regulatory personnel and developed project proposals for API manufacturing projects in support of key accounts. Presented business and technical proposals to customers.

- Led team that developed a new process to produce a key raw material for a \$6M/year, generic drug resulting in in-house production of product and \$1M cost savings,
- Project Manager for client API manufacturing projects,
- Sourced raw materials/intermediates and site selection for manufacturing planning.

Eastman Chemical Company

1988 - 1999

Research Chemist, New Product/Application Development

Created the concept of “triggered degradation” of plastics, in which plastic is converted to biodegradable paper in ground cover applications

- Conducted market analysis and determined size of U.S. market, identified key players and customers, analyzed barriers to entry, product economics, cost-benefit analysis of product and pathway to market entry,
- Proposed and tested prototype product in collaborative effort with agricultural universities,
- Developed pharmaceutical delivery agent with improved properties over existing products broadening company’s product line in pharmaceutical excipients,
- Named inventor or co-inventor on two United States Patents.

Project Manager/Senior Development Chemist

Led an intercompany team that implemented specialty chemical contract manufacturing projects.

- Coordinated intercompany technology transfer from customers,
- Resolved technical issues that supported business objectives of projects,
- Provided technical support for process introduction into manufacturing facility and supported project with troubleshooting efforts for project lifetime.

Laboratory/Manufacturing Staff Chemist

- Received President’s Environmental Awards for projects that reduced waste and improved company’s environmental performance,
- Received President’s Award for manufacturing improvement and cost reduction in support of major product line,



Rick J. Offerman, Ph.D.

Senior Project Management Consultant

- Initiated and completed manufacturing cost saving projects that saved \$1 million per year by improving yields, quality and productivity,
- Prepared and revised master formulas.