

# CAMARGO PHARMACEUTICAL SERVICES

Blue Ash Firm Leading Provider Of Drug Development Services



Ken Phelps, co-founder and president of Camargo Pharmaceutical Services, displays 20 foreign flags in the company headquarters, representing the number of countries Camargo currently conducts business in

## NICHE MARKET MAKES CAMARGO PHARMACEUTICAL

LEAD DOG IN REPOSITIONING DRUGS FOR NEW MARKET LIFE

Ken Phelps, president and co-founder of Camargo Pharmaceutical Services in Blue Ash, can't help but smile when explaining his company's mascot is a boxer named Margo, who peers out over the Internet at [www.camargopharma.com](http://www.camargopharma.com) with the question, "Who says you can't teach an old dog new tricks?"

Perhaps another reason for Phelps' smile: Tapping a niche market of repositioning previously approved drugs – "old pharma dogs" in Phelps' metaphorical mind – has brought a lot of business to the rapidly expanding company, which is doubling its business volume every year.

Camargo – a leading provider of comprehensive drug development services – specializes in helping drug companies earn 505(b)(2) approval, a pathway typically used for drugs that were previously approved by the FDA and have been repositioned.

"Historically, we've found that many people think the 505(b)(2) pathway is much like the 505(b)(1) – that is a costly mistake in terms of time and money in the drug development process," Phelps says. "We provide drug companies with information on why it is important to examine drugs from many points of view: scientific, medical, regulatory, financial and marketing."

"In that way, Camargo is truly unique," adds Phelps, an industry-leading expert whose blog is titled "Drug Kennel." "Our company provides the drug development community with access

to a cross-therapeutic team of experts, and our knowledge can significantly streamline the development process."

According to Phelps, approximately 60 to 70 percent of the firm's business comes from retraining old pharma dogs – taking previously approved drugs and improving their safety or efficacy – such as creating an extended-release version or a reduced version for children.

Camargo's 505(b)(2) approach is attractive for smaller companies because it is a faster and less costly way of earning FDA approval and getting the product to market, Phelps says, noting that Camargo is regarded as the international leader in 505(b)(2) applications.

"We're strategic as well as tactical; we offer the full spectrum of drug development services. Our next growth area will be in formulation work," Phelps says. "At each step in the process we are truly there for our clients, our organization is designed to be a 'hand-holding' company."

Camargo's rapidly expanding staff features many with doctorate degrees and more than 10 years of experience in drug development. The positions are high-paying jobs reaching well into six figures, Phelps says.

At the current clip, Margo the mascot will never find her way in the Camargo doghouse. "Our business is making large growth strides – the good news is that there are a lot of 'old dogs' in need of Camargo," Phelps says – with a smile.



Ruth Stevens, Ph.D., MBA, is Camargo's chief scientific officer and company co-founder

### [company snapshot]

#### CAMARGO PHARMACEUTICAL SERVICES

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CO-FOUNDERS:  
Ken Phelps, president  
Ruth Stevens, Ph.D., MBA,  
chief scientific officer

FOUNDED: 2003

NUMBER OF EMPLOYEES: 20

NUMBER OF CLIENTS: 116

INTERNATIONAL ALLIANCES:  
Doing business in 20 countries

RATE OF GROWTH:  
Doubling in size annually

SQUARE FOOTAGE:  
26,000 square feet at the  
Hawthorne Center in Blue Ash



**"Our clients know they can count on Camargo's commitment to sound drug development solutions that help increase speed-to-market while effectively controlling costs. Our team members' more than 150 FDA approvals to date signal a winning combination, with the care, commitment and superior resources required for drug development success."** - KEN PHELPS, PRESIDENT AND CO-FOUNDER