

CHOOSING A CMO

Consider the following questions when searching for the right CMO partner

HOW DOES THE CMO ENSURE PRODUCT COMPLIANCE?

A CMO partner should work with you to manage regulatory filing and updates and be willing to help you navigate industry regulations. A strong partner will also assist with long-term product stability.

IS THE CMO FINANCIALLY STABLE?

Partnering with any organization requires due diligence on your part. A long-term partnership with a financially unstable company can cause major issues down the road. Evaluate financial stability by checking bank references, UCC filings, diversifications and other financial reports.

HOW UP-TO-DATE IS THE CMO'S SECURITY POSTURE?

Partnering with a CMO requires them to have access to your intellectual property. Be sure the CMO you choose has systems and processes in place to secure your sensitive data.

IS THE CMO A STRONG FIT FOR YOUR BUSINESS MODEL?

Are the CMO's employees engaged? Does the organization place the same value on staff and employee training and culture as you do within your company? Is the size of their organization compatible with the size of your company?

HOW STREAMLINED IS THE CMO'S PROCESS?

Having a single point of contact that you can reach out to with questions or concerns is a must-have that ensures you'll receive high-quality customer service throughout your partnership.

WHAT DOES THE CMO'S LONG-TERM PRICING MODEL CONVEY?

If the pricing seems too good to be true, it may be. Some CMOs may offer low rate on materials and/or labor, but will increase those prices year over year, causing you to pay more in the long run. Ask to speak with their purchasing departments to find out how they purchase materials, and how their labor rates are structured. Look for a CMO that is transparent about their past program renewals and pricing models.

EFC Pharma has been matching pharmaceutical companies with CMOs for more than 20 years. We handle the entire checklist for you, so you can focus on what you do best. Give us a call at (314) 462-0039 or fill out the contact form [here](#) for more information.

