

# NIPPON CHEMIPHAR SETS NEW COURSE FOR PRODUCTIVITY WITH STN® GLOBAL VALUE PRICING



## Development Objective: 15 New Generics in 1 year

Nippon Chemiphar relies on STN to research intellectual property for pharmaceutical development. With a catalog of over 220 generic pharmaceuticals, they boast one of the largest generic line-ups of any Japanese drug manufacturer. In 2015, Chemiphar set a development goal to increase its annual generics production from a few products to 15. To accomplish this, the organization needed to increase productivity by improving research and operational efficiency.

## Global Value Pricing Provides a Solution

Chemiphar has realized considerable gains in efficiency and productivity since they switched to an STN Global Value Pricing (GVP) plan. Previously, researchers would regularly spend days developing queries to design search strategies that minimized costs, often using multiple research applications to achieve a complete set of results. Under GVP, time-consuming workarounds like these are no longer necessary, and many search projects can now be completed in less than half the time.

Thanks to GVP, our workflow has improved significantly, and we are able to get comprehensive results in a shorter time. We believe this has held down our labor cost.

*Kazue Ogino  
Development Planning Department  
Nippon Chemiphar Co., Ltd.*



Nippon Chemiphar Co., Ltd.

### Mission:

Founded in 1950, Chemiphar strives to make a difference in society by providing pharmaceutical drugs and health-related services to help people become and remain healthy.

### Business:

Manufacture, sale, import and export of ethical pharmaceuticals and diagnostic agents

### Company Promises:

1. Secure presence in the generics business
2. Achieve a stronger position in the hyperuricemia market, centered on Uralyt
3. Contribute to society through proprietary developments toward drug discovery

### Employees:

743

### Net Sales:

¥35,118 million

### Website:

<http://www.chemiphar.co.jp/>

## Improved Search Skills and Budget Predictability

Researchers at Chemiphar have found GVP improves their search skill and makes them more effective at their jobs, since unexpected search costs associated with using multiple applications to run queries no longer present a barrier. Administrators also benefit from greater budget reliability now that search costs and renewals can be planned in advance.

## Hitting the Mark

GVP has fundamentally transformed the way Chemiphar does business. Thanks to better search strategies, improved workflow and lower costs, Chemiphar increased production from a few to 15 generics in 2015.

“It sometimes took several days to build appropriate and reasonable queries. We needed to do sample searches, consider display formats, save queries and answers, and determine which commands were less expensive. After moving to GVP, we do not have to worry about such things.”

*Kazue Ogino  
Development Planning Department  
Nippon Chemiphar Co., Ltd.*

On average, customers realize

~85%

more value from STN after switching from transactional pricing to GVP pricing

Source: STN Customer Usage Data

To find out how you can achieve similar results, visit  
<http://www.cas.org/products/stn/pricing>.