



Invetech Communicates its Outsourcing Capabilities for Global R&D at Drug Discovery Technology & Development 2006

(BOSTON, MA – August 7) Invetech, the specialist in contract instrument development and custom automation, will be demonstrating the benefits of international R&D outsourcing, on booth #738 at Drug Discovery Technology & Development 2006. The company will also be co-presenting a seminar, demonstrating the successful collaboration between Invetech and MDS Sciex for research and development of the ground-breaking Cellkey™ product. More information on this seminar is available on www.drugdisc.com.

Invetech will be available to discuss and provide tips for device companies considering outsourcing their R&D to the company on booth #738. Invetech has gained years of experience in developing instrumentation on behalf of third parties, and thus has crystallised its knowledge into three core components for a successful project:

- **Choose an alliance network or partnership rather than an 'ad-hoc' solution** – The foundation of successful outsourcing is built on long-term, co-operative relationships with fewer suppliers. Suppliers offering 'ad-hoc' solutions are less likely to make the dedicated investments needed in complex-product industries, and knowledge sharing is less likely.
- **Share knowledge** – Once an alliance is formed, trust can be developed and nurtured between parties. The relationship between buyer and supplier should be based on shared knowledge, which can only be achieved through a trusting relationship. The result? A better product for the end customer.
- **Adopt a relational contract approach** - Relational contracts developed by long-term partnerships offer greater beneficial outcomes than formal contracts alone. Formal contracts generally work on the principle of well-defined obligations. In the changing market place of R&D, more complex adaptations may be required than what a formal contract can offer. The benefit of a relational contract therefore offers a perfect supplement to a formal contract.

For more information about Invetech's innovative instrument development techniques and custom automation services, please contact Invetech on invetech@scottmail.co.uk, visit the website www.invetech.us, phone East Coast US: +1 203 675 4502, West Coast US: +1 415 533 1958, or visit on booth #738 at Drug Discovery Technology and Development.

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