

## Purdue anchors Indy's newest technology park *Three Purdue Research Park companies move in*

**P**urdue University is expanding its business development services to Indianapolis as the university sponsor for INTECH Park, the capital city's second Certified Technology Park.

In response, three Purdue-related life sciences companies will open offices at INTECH Park, located at 71st Street and I-465 in Indianapolis.

The announcement was made in April to more than 100 of central Indiana's business leaders during Purdue President Martin C. Jischke's Executive Roundtable Luncheon at INTECH Park.

"With Purdue's track record as an economic engine for Indiana, technology startups that want to be close to Purdue researchers and still have convenient access to the many assets Indianapolis offers, now can have both," said Indianapolis Mayor Bart Peterson. "All revenues generated as part of the CTP program will fund the nationally acclaimed incubation services Purdue is bringing here."

Eligible tenants for the university-sponsored incubator will be companies that have a connection with Purdue or its regional campuses through the university's sponsored research or technology-transfer initiatives.

"As the state's land-grant university and economic development leader, Purdue must continually strive to find new opportunities for sharing its expertise with Indiana's next generation of entrepreneurs," said Jischke, who also serves as president of the Purdue Research Foundation. "Purdue Research Park's growing companies, particularly in the life sciences area, are branching out and looking for new ways to make beneficial business connections. Anchoring this Certified Technology Park in Indianapolis is a prime example of how Purdue's

initiatives to accelerate the growth of technology startups in West Lafayette are creating a ripple effect throughout the state."

Two life science firms with headquarters in West Lafayette's Purdue Research Park Bioanalytical Systems Inc. (BASi) and Endocyte Inc. are establishing satellite offices at INTECH Park. Andara Life Science Inc., launched in April to commercialize a Purdue treatment for central nervous system injury and disease (see story page 3), will establish its headquarters at INTECH Park.

"Indianapolis provides Andara with a prime

location close to clinical trials at Indiana University School of Medicine, an international airport, and easy access to experts who help life sciences companies navigate the tricky waters of regulatory affairs, reimbursement, intellectual property and capital formation," said Mark Carney, a Purdue graduate who is president and CEO of Andara Life Science Inc. "Combine this prime location with business development services previously available only in West Lafayette and Merrillville,

and we have a situation that greatly increases the probability of Andara's success."

Purdue Research Park life sciences companies BASi and Endocyte Inc. also will sublease from the foundation and benefit from shared office services, which include business consulting, human resources, marketing and public relations.

Both companies were founded by Purdue chemistry professors. Endocyte, a company developing university-patented, receptor-targeted therapeutics for the treatment of cancer and autoimmune diseases, employs close to 40 people. BASi, a publicly traded drug development firm, employs 180 in Indiana and 390 worldwide. ◀

[www.andarainc.com](http://www.andarainc.com)



More than 100 Central Indiana business leaders, including (left to right) Steven Beck, president & CEO of the Indiana Venture Center; Gerry Dick, host of the weekly TV show *Inside Indiana Business with Gerry Dick*; Mark Carney, president and CEO of Andara Life Science Inc.; and Mickey Maurer, president of the Indiana Economic Development Corp., attended an April event at INTECH Park announcing the expansion of Purdue Research Park's business development services to Indianapolis.

### Did you know?

Tissue developed by Purdue scientists, and manufactured by Purdue Research Park company Cook Biotech Inc., is helping to heal the hard-to-repair wounds of Indiana soldiers returning home from Iraq and Afghanistan.

**MARK SOTHMANN**  
Dean, Indiana Center for Rehabilitation Sciences & Engineering Research



The Chao Center is primed to start pharmaceutical production at its Purdue Research Park facility. See the back page for more on this story.

## TRAIN OF THOUGHT

## Bridging the industry-academia divide



**JOSEPH HORNETT**  
Senior VP and Treasurer  
Purdue Research Foundation

In early 2005, Purdue University's efforts to accelerate business growth were recognized among the top eight models in the country on a list that included Stanford University and the Massachusetts Institute of Technology.

The report *Accelerating Economic Development through University Technology Transfer* was commissioned by the State of Connecticut to find exemplary practices related to university technology transfer.

It credited Purdue with being one of the most successful research parks in the country, primarily because of the unusually close linkage between Purdue and the firms at the park.

Our ability to form strategic relationships sets Purdue Research Park apart from other university-affiliated business incubation programs.

These bonds are formed even before the companies get off the ground. In order to provide emerging companies with the best chance for success, we strive to combine the right *technology* with the right *people*. This process requires that we work closely with Purdue researchers to license the technology and protect the intellectual property; then recruit investors and a talented management team; and, finally, build out space for these companies to grow within our incubators.



Because we work in tandem with our client firms, our program continues to evolve. Feedback along the way from our entrepreneurs gives us further direction on how to proceed to become a more valuable resource, complementing their extraordinary efforts.

For instance, our relationship with Purdue researchers led to early identification of a technology's commercial potential, which helped QuadraSpec Inc. (see story below) break out of the gate with a solid, early-stage management team and investor backing.

Our close ties with the emerging biotechnology company Andara Life Science Inc. (see next page) led to the expansion of Purdue's business development services to Indianapolis.

Our ongoing connection with cancer treatment company Endocyte Inc. helped it attain anchor position in the park's flagship incubator, which was expanded to accommodate the biotechnology company's needs this year.

Purdue's involvement with its entrepreneurs puts Purdue Research Park ahead of the technology-transfer pack.

To highlight our pride in our people, we produced a series of print ads featuring nine of the park's entrepreneurs, many of them Purdue faculty. Our message, "The idea economy is here!" speaks volumes about the park's mission and its culture. Ideas, we've learned, don't come from technology, but from people. ◀

## VENTURE SPOTLIGHT

### QuadraSpec to develop BioCD at Purdue Research Park

A Purdue Research Park venture plans to commercialize a BioCD that can analyze a drop of blood for more than 10,000 diseases in a short amount of time.

Purdue Research Foundation granted QuadraSpec an exclusive license to further develop the Purdue University-patented protein-diagnostics technology, which utilizes an instrument similar to a compact-disc player to identify proteins in the bloodstream that can indicate the onset of many diseases.

With current technology, blood samples are sent to laboratories for analysis — a costly and time-consuming procedure that only screens for a few of the thousands of proteins in the blood.

"An inexpensive and fast method of detecting these biological molecules would be a welcome addition to any hospital or doctor's office," said Chad Barden, QuadraSpec's president and

CEO. "QuadraSpec's unique optical detection method means higher data reliability combined with substantially less cost per diagnostic assay [lab test]."

In their pursuit of the patent rights for this technology, Barden, a Plymouth, Ind., native who sold his last software

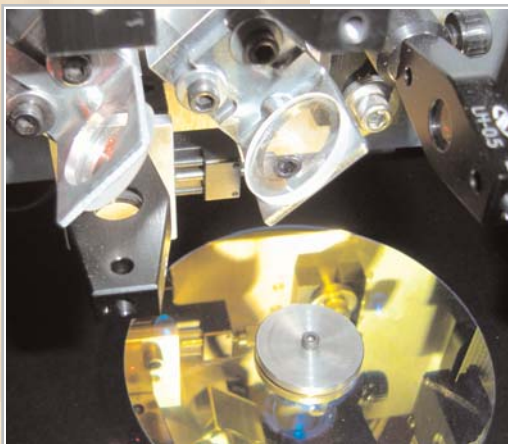
startup to Intel Corp. in 2001, teamed up with Eric Davis, an executive with another Purdue Research Park information technology company, to form IN-Vivo Ventures and raise \$1.5 million in investment capital.

IN-Vivo Ventures accelerates the commercialization of cutting-edge technology by establishing new companies with the proper intellectual property, corporate structure and financial foundation, Barden said. He emphasized the importance of a hands-on, high-caliber management team leading product direction very early in the commercialization process and, thereby, attracting greater amounts of the initial funding crucial to a successful product launch.

David Nolte, professor of physics, and Fred Regnier, distinguished professor of analytical chemistry, discovered that instead of reading digital information such as computer data or music from a CD, a similar design could function as billions of tiny test tubes, each binding specific proteins that can then be detected with a laser.

The technology also can be applied to proteomics research, environmental testing, and disease and drug discovery.

QuadraSpec took the top prize in the \$50,000 Opportunity for Indiana Business Plan Competition in November and also won \$80,000 in cash and business services in the third annual Purdue Life Sciences Business Plan Competition. ◀ [www.quadraspec.com](http://www.quadraspec.com)



Purdue researchers discovered that instead of reading digital information such as computer data or music from a CD, a similar design could function as billions of tiny test tubes, each binding specific proteins that can then be detected with a laser.



# TECH TALK

## Purdue, Research Park deliver prescription for education, needed drugs



Craig Davis stands behind binders holding the paperwork necessary to comply with federal regulations. Once approved, the Chao Center will begin operations in the Purdue Research Park.

One of only five university-affiliated pharmaceutical manufacturing centers in the nation, the \$6.5 million **Chao Center for Industrial Pharmacy & Contract Manufacturing** is undergoing the final stage of meeting regulatory requirements. This validation process ensures drugs are manufactured in compliance with federal regulations. Craig Davis, the Chao Center's director, said he expects validation to be completed early this summer.

The center, located in the Purdue Research Park, will be operated by the Purdue Research Foundation with input from Purdue's School of Pharmacy and Pharmaceutical Science.

The center focuses on the manufacture of legacy and small volume drugs. Specific services will include preformulation, formulation and analytical development; the preparation of regulatory submissions; and the manufacturing of non-sterile pharmaceutical products (tablets, capsules, semi-solids, syrups, suspensions and over-encapsulation) for clinical trials and commercial products.

The center's mission calling for preeminence in

pharmaceutical education, development and manufacturing involves the development of the next generation of pharmaceutical manufacturing professionals.

"I don't think we can overstate our dedication to the education component of this initiative," said Davis, a Purdue alumnus and West Lafayette native. "Our graduate and undergraduate students in the Department of Industrial and Physical Pharmacy and faculty campuswide will gain experience with real-world production in a facility that meets the most stringent government standards, called good manufacturing practices. The Chao Center most likely will become the leading center of its kind in the nation."

Davis plans to have close to 20 employees on staff by the end of the year. Most of these positions will require a college degree.

The center was made possible by a \$5 million gift made by Californian alumni Allen Chao, chairman, president and CEO of Watson Pharmaceuticals Inc., and his wife, Lee-Hwa Chao. ◀

[www.thechaocenter.com](http://www.thechaocenter.com)

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