


Role of Technology transfer managers in knowledge intensive company

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JSC *Grindeks* – leading pharmaceutical company in Baltic states – knowledge-intensive company

- Main Business fields - Research, Development, Manufacturing and Sales of:
 - Original products;
 - Generics;
 - Active Pharmaceutical Ingredients.
- Amount of Investments in R&D - approx. 10% of net sales yearly.
- Mainly resources are invested in development of new products on the level of final dosage forms and active pharmaceutical ingredients, clinical trials and development of new technologies.



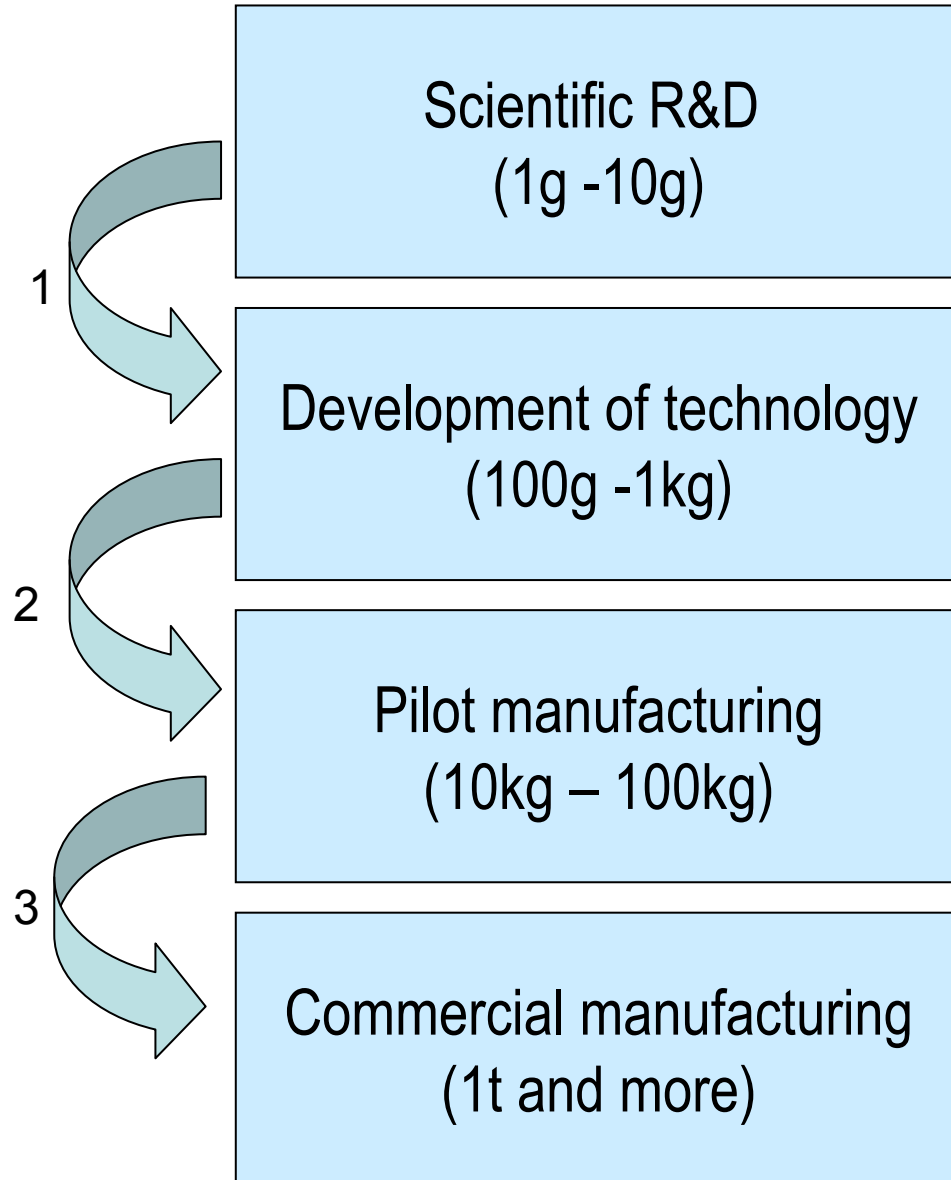
Technology and Knowledge transfer field in *Grindeks*

Development and manufacturing of Final dosage forms (FDF) and Active Pharmaceutical Ingredients (APIs) requires various steps of Technology transfer and Knowledge transfer as well.

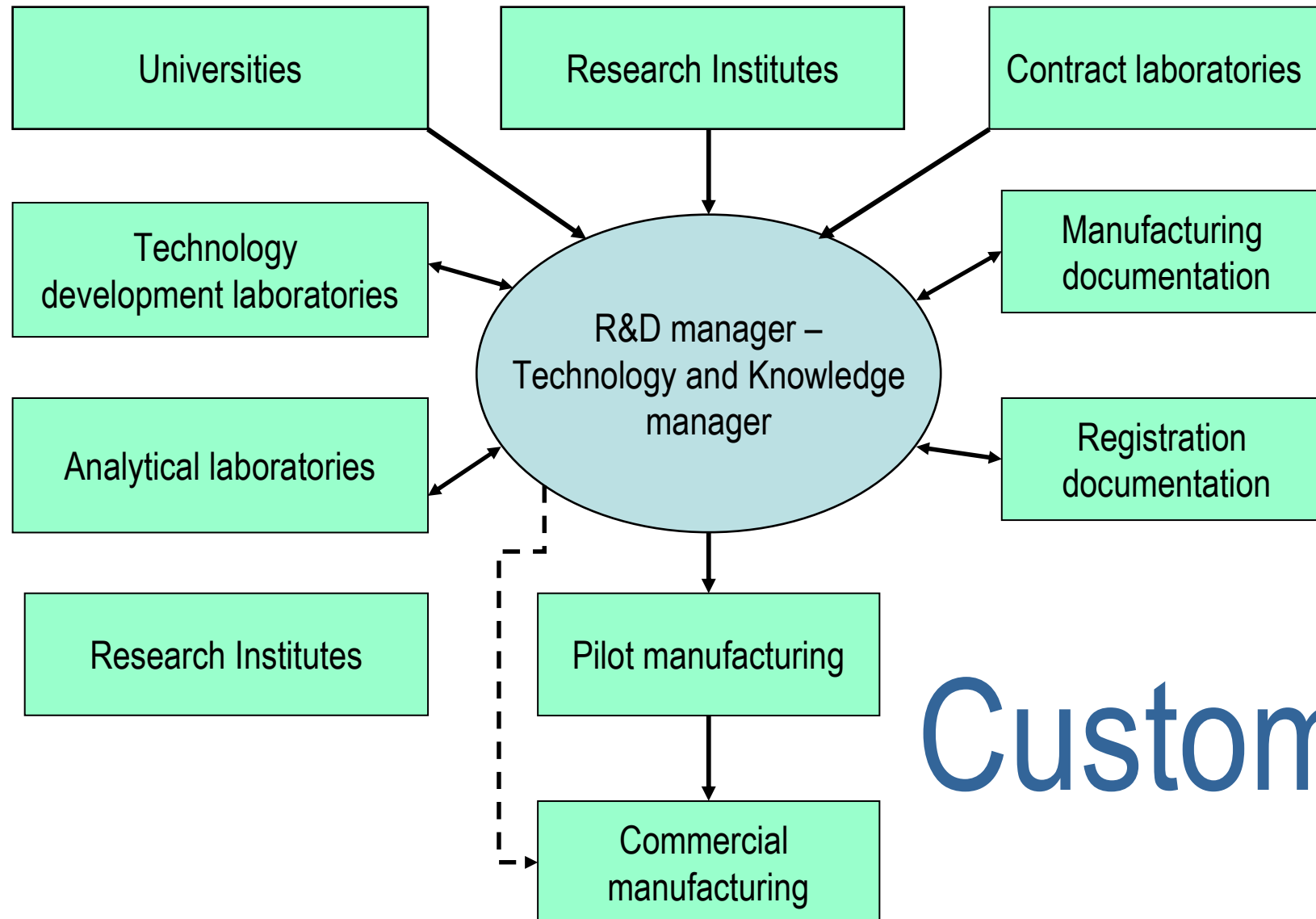


Technology transfer's steps

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Duty Network of Transfer manager



Transfer manager skills, knowledge and know-how Grindex

Knowledge	University of Latvia	RSU	Trainings & courses	Self-education
Chemistry	●			
• Organic	●	○		
• Analytical	●	○		
• Chemical technology	●		○	
• Pharmaceutical		●		
Pharmacology, etc.		●		
Medicines		●		
Pharmaceutical standards				
• GMP	○		●	
• GLP			●	
• Environmental	○		●	
• ISO	○	○	●	
Language skills	○	○		●
Personnel management			●	
Project management	○	○	●	
Economics & Finances	○	○		●

Conclusions

- Since priority of State Economical development is Export, Latvian companies have to focus on value added products
- There is no possibility to develop value added products without Technology transfer
- Role of Technology Transfer is essential in Life cycle of Technology development
- Universities in Latvia don't have educational programs for preparing Transfer management specialists and it should be developed
- To become sufficient Transfer manager it is necessary to spend at least 3 years after finishing University on self education and intensive trainings

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Thank You!
