

## Consulting Services Helping Biopharmaceutical Organizations in Drug Discovery and Drug Development Reach their Chemistry and Manufacturing Goals



**Dr. Daniel E. Levy**  
Chief Executive Officer

DEL BioPharma LLC  
[www.delbiopharma.com](http://www.delbiopharma.com)

Contact:  
Daniel E. Levy, Ph.D.  
(650) 704-3051  
[del345@gmail.com](mailto:del345@gmail.com)

Interview conducted by:  
Lynn Fosse, Senior Editor  
CEOCFO Magazine

“Biotech and pharma represent a globalized industry where political and social pressures, and just plain good business practices, require delivery of new medicines faster and cheaper than historical paradigms.”- Dr. Daniel E. Levy

**CEOCFO:** *Dr. Levy, what is the idea behind DEL BioPharma?*

**Dr. Levy:** There is a tremendous amount of virtuality in the small pharmaceutical industry. Many companies are founded on great biology and with great pharmacology. However, companies founded on biology and pharmacology sometimes have limited expertise with chemistry and successful chemistry outsourcing. DEL BioPharma fills this gap by providing necessary experience and resources in the chemical sciences.

**CEOCFO:** *Why do they turn to you?*

**Dr. Levy:** Companies retain DEL BioPharma in order to achieve their chemistry goals ranging from early stage medicinal chemistry research through product development and manufacturing. In the research space, I am often retained to design and execute medicinal chemistry programs on behalf of sponsor companies by utilizing contract labs. In the development and manufacturing space, I design and optimize synthetic routes providing multi-kilogram quantities of GMP material. As extensions of these services I also provide guidance and resources for radio-labeling, solid state chemistry, metabolite ID and formulation development.

**CEOCFO:** *What is your process? Are you vetting what potential clients are doing? Do you look at the idea and maybe form a quick, “This is never going to work” opinion, or perhaps do some research?*

**Dr. Levy:** Answers to these questions are entirely dependent upon the individual projects. I work with a lot of start-up companies, established companies of all sizes, venture groups and academic laboratories. Furthermore, the project has to be founded in legitimate and ethical science. That having been said, if a company comes to me requiring chemistry expertise in a program that they are developing, my job is to execute on the chemistry and not necessarily to vet the validity of the biology behind the project. That area is ultimately tested based upon the evaluation of target molecules that I provide on behalf of these companies. However, there are times when I am asked to bring novel functional chemistry to the table. Accordingly, I design molecules that have specific properties such as enzyme specificity, controlled degradation, or directed delivery of functional therapeutics to biological sites of interest. In these areas I have to completely vet the rationale behind the project.

**CEOCFO:** *Are people who turn to you aware of the quality of your service? Do potential clients know enough to figure out who is leading them in the right direction or do they sometimes just get lucky and turn to you?*

**Dr. Levy:** Some clients find me through my website. However, the majority of my clients come by referral. My website and Linked-In profile are generally for informational purposes which I use when marketing at investor conferences. My clients

routinely post testimonials on my LinkedIn profile, so I have a track record of accomplishments and a long line of happy clients.

**CEO CFO: *Do many people work with you at one point and then come back for financial services as well or do they tend to be a separate group who turn to you at those different points in time?***

**Dr. Levy:** It could be a mix. The financial aspects of what I provide are basically add-on services for a select set of clients. I market DEL BioPharma at investor conferences because investors and executives have resources to retain consultants. From these conferences, I built and continue to maintain a very strong network of industry executives and venture capitalists. Therefore, I am in a position to make introductions through my networks for clients that are in need of financing and who wish to use my network as the means of opening doors for achieving their financial goals.

**CEO CFO: *How do you stay on top of what is going on? What do you need to do to provide the best services for your clients?***

**Dr. Levy:** I have access to state of the art scientific literature - an essential tool for me to achieve goals in the chemical space. I am also tied into search engines addressing patent literature – both within the USPTO and the international patent agencies. Whenever a client comes to me with specific interests, I take a great deal of time to understand the biology and the problems that they want to solve. Working from the chemistry perspective is not exclusive of the need to understand biological mechanisms of actions for target therapeutic areas.

**CEO CFO: *Would you break that down for us?***

**Dr. Levy:** In order to develop a g-protein coupled receptor antagonist, one should have an understanding of how g-protein coupled receptors work. If designing a kinase inhibitor one should have an understanding of how kinases work and what is required to impart the type of biological specificity necessary for a successful therapeutic agent. It is the same for any biological target - one must understand the chemistry and understand how to attack the biological problem from a chemical perspective. This cannot be accomplished without an understanding of both chemistry and biology.

**CEO CFO: *What, if anything, has changed in your approach over time? What do you understand now that perhaps you did not earlier in your career?***

**Dr. Levy:** Early in my career the pharmaceutical and biotechnology industries were fully integrated within brick and mortar organizations. It never seemed possible, at that time, that drug companies could be formed and operate without having permanent headquarters or full time employees. The work that I have done over twenty five years has positioned me very well to not only have strong expertise in working in a virtual business mode, but also of positioning myself to bring to the table quality partners in the chemical manufacturing and research space that can provide cost effective solutions to my clients. Through this experience I have learned how to troubleshoot with minimal need to be on site. Most importantly, I can solve problems from five thousand miles away by just by asking the right questions.

**CEO CFO: *From just looking briefly at some of the case studies on your site, timeliness and being able to accomplish things in a simple manner are important for your clients. Is that a function of you being the person in control and you can really make things happen? Is it that you are choosing partners to work with you who understand the need to move things along and to really focus on a project?***

**Dr. Levy:** It's the result of my direct involvement in projects. The work that I do is successful because of my experience in pharmaceutical research and development, my experience working with contract labs, and the relationships that I maintain in the CRO/CMO community. Because of those relationships, contract organizations are able to provide better prices to my clients, which more than compensates for any added cost associated with my fees. Overall, projects end up being far less expensive than they would be if I were not involved.

**CEO CFO: *Are there particular types of projects that you prefer, given a choice?***

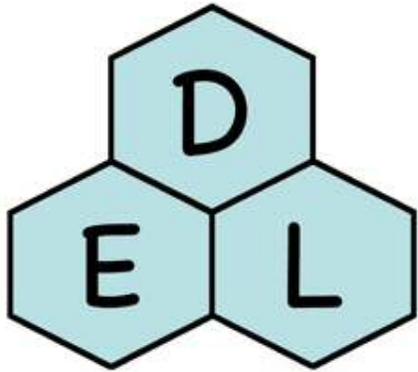
**Dr. Levy:** It is all about problem solving. On the discovery side I have built a very strong track record in medicinal chemistry. Over the years I have been branching heavily into development and manufacturing and I thoroughly enjoy working in those areas as well. I cannot say that there is a specific area that I favor. However, most of the work in my career has been focused on cardiovascular medicine, inflammation, CNS disorders and cancer.

**CEO CFO: *Why do you like what you are doing so much; it comes through in your voice?***

**Dr. Levy:** I always wanted to become a chemist. What could possibly be more exciting than the pursuit of a discipline that has so much potential to positively impact the lives of so many people? Coupled with the thrill of discovery, involvement in the pharmaceutical and biotechnology industries provides me opportunities to truly bring hope to those who suffer from currently unaddressed medical conditions. I don't just like what I do – I love it!

**CEO CFO: Why should people use DEL BioPharma? Why is the company important?**

**Dr. Levy:** Biotech and pharma represent a globalized industry where political and social pressures, and just plain good business practices, require delivery of new medicines faster and cheaper than historical paradigms. The typical big pharma estimate requires fifteen to twenty years from discovery to market, with a budget of approximately one billion dollars for introduction of a new therapeutic agent. The current economy and healthcare system will not continue to support this kind of model because of the demand for lower priced medications. The only way the new model can be addressed is to begin with lower research and development costs. For such programs, companies ultimately have less investment to recover when they finally get a product to market. My contributions help to keep research and development costs as low as possible.



**BioPharma** LLC

Consulting Services for  
Research and Development