KEEPING UP THE MOMENTUM

BACHEM CONSIDERS ENTREPRENEURIAL DYNAMISM AND FITNESS, ALONG WITH THE ABILITY AND COURAGE TO CONSTANTLY DEVELOP, TO BE ESSENTIAL PREREQUISITES FOR CONTINUING SUCCESS.
BACHEM’S STRATEGY

As the “Pioneering Partner for Peptides”, Bachem focuses unerringly on know-how and innovation, quality, close collaboration with customers and continuous employee training and development. Bachem’s stated goal is to be the partner of choice for successful implementation of peptide projects of whatever kind.

Know-how and innovation
Know-how and innovation form the cornerstones of Bachem’s success. Building on this foundation, Bachem offers its customers optimal support in the pursuit of groundbreaking discoveries that further scientific advances, particularly in the field of medicine. It is therefore important for Bachem to attract top scientists across all relevant disciplines. It does so by fostering a corporate culture and work environment that inspire and motivate employees to contribute knowledge and ideas to decision-making processes and thereby actively shape and steer the projects they are working on.

Quality
Bachem’s commitment to quality is a key factor for its success. Adherence to high quality standards lays the groundwork for top performance and new developments. This commitment to quality is a basic business principle at Bachem, deeply rooted in its drive to always offer customers the best. Diligence, flexibility, creativity and reliability are expressions of Bachem’s appreciation of its customers and their needs.

“Bachem’s consistent focus on the needs of customers lays the groundwork for sustainable, profitable growth.”
Collaboration with customers

Collaboration based on mutual trust and the forthright sharing of information enable knowledge, experience and resources to be pooled in the quest to achieve a new goal together. Of utmost importance for Bachem is knowing exactly what the customer needs and wants. Close contact with customers and a sound awareness of their challenges allow Bachem to create customized solutions. They are also the wellspring for superior efficiency and true value for both sides of this collaboration.

Employee training and development

Highly qualified employees at all levels of the organization who are specialists in their respective fields are another key factor for success at Bachem. Their willingness to take advantage of training opportunities and accept new challenges secures the company’s knowledge advantage and bolsters its market leadership in peptides.

Key strategic growth drivers are:

– Focus on strengths in the core business of peptides
– Generate strong organic growth through a consistent focus on customer needs
– Seize opportunities arising from industry consolidation

Bachem’s strengths

– Global market leader in peptides
– Excellent reputation for quality and reliability
– Superior know-how and unrivalled experience in peptides
– Extensive range of services with a high degree of vertical integration
– Strong product and project pipeline
– Largest portfolio of peptide generics in the industry

“Bachem’s vision is to be the undisputed leader in the peptides business. Adherence to the most demanding of quality standards and a high level of innovation help the company to stay ahead of the competition.”
By actively investing in our employees as well as buildings and facilities, Bachem is securing the foundation for a successful future. We are also increasingly investing in infrastructure to protect the environment and our employees in line with the latest regulations. Further key areas of research that will keep Bachem moving forward include digitalization, automation and improving process engineering, while strong project management provides the link between Bachem and the customer.

UNDERSTANDING THE MARKET
Bachem has been in the peptides business since 1971 and knows the market from top to bottom. So it is hardly by chance that the number of active projects has increased sharply since 2012. Even the biggest pharmaceutical and biotechnology companies gladly work with Bachem to take advantage of our specialized knowledge and infrastructure. Bachem has the ability to meet customer requirements quickly and flexibly at anytime.

LOCAL PRESENCE
In the key markets of Europe and North America Bachem operates from various production sites, ensuring a decentralized approach to project execution that keeps close to the customer. Customers can visit production sites at short notice and, if needed, get in touch with local employees to find out how projects are coming along. This is in compliance with official requirements. In the near future, Bachem will also establish a presence in Asia.

EXCHANGE-PLATFORMS
To stay in shape, Bachem is constantly working to enhance efficiency in the field of peptides. Existing processes and systems are improved at the global level on an ongoing basis, adopting the latest technologies. Among other things this includes IT and quality systems, research topics, production as well as marketing and sales. Customer wishes are always analyzed and incorporated into the process. The result for the Bachem Group has been steady progress with a positive impact on the company’s market position.

GLOBAL ORIENTATION
Bachem has brought active substances to approval in all major global markets. This complex procedure requires not only a good understanding of the heterogeneous requirements in the various countries but also good and candid communication with the local authorities.
Bachem’s 360° Business Model

RESEARCH
Bachem offers the world’s largest collection of amino acid derivatives which are used by customers interested in manufacturing peptides. Also solid phase supports for peptide synthesis are available. Other essential product lines are bioactive peptides, enzyme substrates and inhibitors as well as some organic molecules. New products are added to maintain an innovative touch. Strong emphasis is placed on quality.

PRECLINICAL DEVELOPMENT
During preclinical development, lead finding and lead optimization require large panels of peptides. These are generated as custom synthesized molecules for customers around the world. Frequent consultation with Bachem experts allows further refining of target compounds. As such, a clear partnering aspect is required to come up with pioneering concepts and molecules to bring into clinical development.

CLINICAL DEVELOPMENT
When clients have selected their lead compound, they commence clinical trials. It is a decade-long process to approval of the drug. During this time, there is a close collaboration to learn more about the product. Each production step is scrutinized and manufacturing reproducibility strived for. Scale-up and full control of the process is targeted. Validation and control of the process is the end result of an intense partnership.

PEPTIDE DRUGS
The responsibility to manufacture sufficient drug substance rests on the shoulders of the Contract Manufacturing Organization. This can only be done by being extremely reliable and also by coordinating activities closely with our partners. Forecasting the quantity needed is extremely difficult, especially for new drugs where the commercial success has not been proven. Hence, responsiveness to customer needs becomes paramount.

Bachem takes advantage of synergies between the Research Chemicals unit and the regulated business units in the diagnostic and clinical space. Researchers already know Bachem from their student days as a supplier of high-quality research chemicals. As a result, they readily turn to the company when they need high-quality peptides in a regulated environment. Among Bachem’s greatest strengths are a presence in the peptide sector from the beginning and the ability to meet the full spectrum of peptide research and development needs.
With a consistent focus on continual progress and improvement, we strive to excel in all business areas. Bachem is dedicated to offering its customers the best possible products and services in the industry. We earn trust through commitment and dedication to quality, ensuring an excellent performance for our customers. Our outstanding project management record with the world’s leading pharmaceutical and biotechnology companies shows that the best work with the best.
Bachem generates added value for clients through tailor-made services. Our know-how gets applied in the development of efficient manufacturing processes with an optimized cost structure while maintaining the highest quality standards. In the regulatory affairs arena, Bachem supports its customers’ projects in clinical phases up to successful marketing with experience in worldwide drug approval processes that is unique in the industry.

Bachem follows sound economic and ecological principles and complies with relevant international regulations. We take our social responsibility seriously by putting a higher priority on secure jobs and apprenticeships than on maximizing profits. Bachem is fully committed to the voluntary Responsible Care Program of the chemical industry. Safe workplaces and a careful handling of resources, as well as the avoidance of environmental risks, are a precondition for the long-term commercial success of our company.
EMPLOYEES

Julie Risse
Business Development Manager, Bubendorf CH

“At Bachem, we have the opportunity to work in a very dynamic, fast-growing and high-performing company. In the Business Development team, we are the first contacts with our customers and we continually strive to deliver the best service by leveraging Bachem’s quality, pioneering spirit and experience to bring customers’ projects to the next level in collaboration with our expert colleagues.”

Brian Osterwalder
Technical Writer, Torrance USA

“Bachem is venturing out into new markets and constantly strives to provide the highest customer satisfaction in the industry. The technical writing group is moving forward with new additions to the team to meet the increased demand. Together we can move forward and exceed all expectations.”

Gavin Noble
Chemist R&D, St. Helens UK

“At Bachem to maintain our position as the leading provider of peptides, we constantly strive for improvement. To this end we investigate new technologies and methodologies, using our unrivalled know-how and experience to further optimize our existing processes.”
Andrea Grieshaber  
Assistant Corporate Executive Committee, Bubendorf CH

“Bachem offers its employees a highly inspiring and dynamic working environment. This supports me in my daily work and motivates me to actively shape the company’s development and to maintain the momentum we have seen in recent years.”

Tim Tran  
Director Engineering, Vista USA

“Sometimes life offers you a seat on an amazing journey to far away places where few have ever experienced, do not waste time and doubt yourself by asking what seat! Just ‘Move-It’ and get on, seize this opportunity and take a part in the next exciting journey of your life! The best moment is now! Use your skills, resources and time in order to improve yourself and start ‘keeping up the momentum’!”

Thierry Rausis  
Production Chemist, Vionnaz CH

“It’s our view of things that makes all the difference: is the glass half empty or half full? Our optimism enables us to tackle present and future challenges. And our strong team spirit will help us to meet tomorrow’s goals even more easily.”