



ACM-Pivotal Announces Global Central Lab Services for Clinical Trials in India

Currently Managing Operations in Emerging Region

Rochester, NY and York, England, Jan. 15, 2006 – ACM-Pivotal, the global central laboratory that continually defines the customer-service standard with its inherently flexible approach, today announced it is currently providing central lab services in India, a key emerging market for the pharmaceutical industry. ACM-Pivotal customers conducting global studies are assured of precise analytical data managed from a central location with one harmonized database. This represents a significant milestone in the organization’s continued growth.

With the pharmaceutical industry under increasing pressure to deliver new medicines in a cost-effective and efficient manner, a major shift of interest towards the world’s emerging markets has taken place. A common language, availability of excellent healthcare professionals, cost-effective operations and a huge potential patient population spanning almost the entire spectrum of disease states are some of the key drivers pointing towards India. Bain & Co, a global consulting firm, estimates total spending on outsourcing clinical trials to India could top \$2 billion by 2010.

“We are seeing increased activity in India for global clinical trials, so it is critical for us to support central lab services here. We enable our clients to take advantage of the ideal population base, while ensuring the precise delivery of testing services and analytical data,” said Elena Logan, VP, Clinical Trials, ACM-Pivotal.

“Because of our flexible approach, we can easily provide creative solutions to meet any client’s specific requirements as they explore this new region.”

Managing operations from a central facility in Mumbai, ACM-Pivotal has local logistics expertise to effectively manage turnaround time on sensitive samples in order to keep clinical research studies on schedule and on budget. Following a period of thorough research, including a tour of key sites in Mumbai, Hyderabad and New Delhi, ACM-Pivotal has selected Mumbai as its hub for Indian operations. The organization has implemented its established harmonization program to ensure the same degree of standardization that clients enjoy from the Americas, Europe and Australasia.

“Providing a central lab solution in India underscores our global reach, which is extremely important to our customer base,” said Jerry Boxall, managing director, ACM-Pivotal Europe. “Following on from this success,

we will continue to strategically expand our global capabilities for new emerging regions, such as mainland China.”

About ACM-Pivotal

ACM-Pivotal is the global central laboratory with an inherently flexible approach and a focus on precision to keep clinical research studies on schedule. The organization sets itself apart by its single focus on global central lab services. ACM-Pivotal is defining the industry standard by continually developing customer-centric processes and services. With a staff of 360 laboratory science and clinical research experts, ACM-Pivotal’s global operations extend to more than 60 countries and offer a broad and customized menu of safety and specialty services for clinical trials. The organization’s research team performs 12 million tests each year, featuring more than 1,500 individual tests spanning all medical disciplines, including Pathology, Microbiology and Pharmacogenomics. For more information, visit www.acm-pivotal.com.

###