

New Jersey

THE place to enter the US Healthcare market



OBJECTIVE

Enabling market entry for the global life science and healthcare industry by offering a unique commercialization ecosystem composed of an experienced workforce, a dense network of specialized services, financial resources and effective Supply Chain infrastructure, in the middle of the largest Healthcare Market in the US.

EXPERIENCE

Global Leader in Pharmaceutical and Biotechnology Industries

- Developed 53% of the new medicines approved by the FDA in 2001
- Home to 15 of the world's 20 largest pharmaceutical, Medical Technology, and Diagnostics companies including Johnson & Johnson, Merck, Bristol-Myers Squibb, Novartis, Roche, sanofi-aventis, Pfizer, BD, Novo Nordisk, Bayer Healthcare, Daiichi Sankyo, Stryker, C.R. Bard, GE Healthcare
- Nearly 250 Biotechnology companies in our state including Celgene, ImClone, Genmab, LifeCell, Amicus Therapeutics, PTC Therapeutics
- The nation's highest concentration of scientific professionals with 184,000 scientists working statewide as well as 410,000 others including engineers and other specialists
- 400 new medicines and vaccines currently in clinical trials or awaiting FDA approval for heart disease, cancer and stroke
- Home of the world's largest Clinical Research Organizations such as Covance and Pharmanet
- State-of-the-art patient access facilities in the area of Neuroscience, Oncology, Pediatrics, Cardiac and Pulmonary
- Home of major healthcare foundations - the Robert Wood Johnson Foundation, Christopher and Dana Reeve Foundation, Henry H. Kessler Foundation, Healthcare Foundation
- Advanced Research at Cancer Institute of NJ, Stem Cell Institute, W.M. Keck Center for Collaborative Neuroscience, Center for Advanced Biotechnology and Medicine (CABM), Biotechnology Center for Agriculture and the Environment, Waksman Institute, Center for Advanced Food Technology
- A collaborative network of 14 technology incubators currently with over 500 entrepreneurial clients, graduating over 24 firms since 2004, supported by the NJ Commission on Science and Technology and NJEDA and the Edison Innovation Fund. Those focusing on the life sciences include the North Brunswick Commercialization Center, The Rutgers Food Innovation Center, Camden, Burlington County College High Tech Center, the Enterprise Development Center at NJIT
- Access to capital through 3rd ranked Venture Capital and Entrepreneurial Infrastructure

SKILLS

- Extensive regulatory and commercialization experience in the life sciences
- Pharmaceutical and biotechnology laboratory discovery and development capability
- #1 in number of chemists in the US
- #2 in number of biochemists and biophysicists
- #3 in number of microbiologists
- Access to extensive and capable transportation, distribution and logistics network
- Proximity within 6 hour drive to the majority of the US population
- Extensive Patent track record - Ranked 3rd in the US in patents issued between 2000 and 2004

EDUCATION

- 20 public and private four-year universities, including Princeton and Rutgers
- Two top engineering schools - NJIT and Stevens Institute
- UMDNJ, the largest health care university in the US has eight schools on five campuses
- Strong continuing education opportunities including UMDNJ Biopharma, Rutgers MBS program
- Network of 21 public two-year community colleges with life science career programs
- Ranked 8th in the US for educational achievement of individuals aged 25 and older
- Ranked 7th in the US in the number of Ph.D. scientists and engineers per 1,000 workers

HONORS AND AWARDS

- Named one of World's Top 5 Growth Markets for Biotech by Fierce Biotech
- Ranked #1 in FDA new drug approvals, #4 in new medical device approvals
- Awarded 3 Federal workforce grants (2 focusing on life sciences) totaling \$15 million, making NJ, the "Most WIRED" State in the US
- Ranked 5th most competitive state in the US, State Knowledge Economy Index
- Ranked #1 in Industry Funded R&D to Life Sciences (\$4.8 billion)

DIVERSITY/LANGUAGES

New Jersey is one of the most diverse states in the nation. Over 25% of NJ's population speaks a second language at home. Nearly one million NJ residents are fluent in Spanish. Other language fluency includes Italian, Portuguese, Polish, German, French, Greek, Arabic, Hungarian and Russian. Asian Language fluency includes Chinese, Indic languages, Tagalog, Korean and Japanese.

HOBBIES AND INTERESTS

Swimming, fishing and canoeing, kayaking, boating on 127 miles of coastline beaches and rivers
Birding on the Atlantic Flyway, Gardening (We are the Garden State!)
Enjoying outdoor activities in 39 state parks, 11 forests and 57 historic sites
Sports include fishing, downhill and cross-country skiing, snowboarding, biking and golfing
Fan of five professional teams, eight minor-league baseball teams, horse and car racing
Visiting world-class theater, music, dance and arts in New Jersey as well as nearby New York City and Philadelphia, casinos in Atlantic City
Patron of New Jersey's museums including Liberty Science Center and Camden Aquarium
Shopping at the myriad of shopping malls and outlets (most shopping mall/sq. mi in the country)

REFERENCES

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