

DRUG DISCOVERY COMPANY INCREASES EFFICIENCY, REDUCES VARIATION

ABOUT MELIOR DISCOVERY. Melior Discovery, a biopharmaceutical company located in Exton, Pennsylvania, is a pioneer in the field of drug discovery. The company specializes in drug repositioning—a process of analyzing existing compounds and identifying potential new applications for disease management. Melior does so through a unique screening and analysis process innovated by the company. They focus on discovery on essential pre-clinical and development stage candidates. Melior has also developed a screening platform named theraTRACE that allows for known drug-like compounds to be comprehensively screened using a battery. The company has one facility that hosts all 15 of its employees.

THE CHALLENGE. While revenue generation is not typically associated with a discovery stage R&D company, Melior's unique business model balances the development of an internal drug pipeline with research collaborations that generate a growing a revenue stream. Melior President and CEO Andrew Reaume was intrigued by the potential of bringing Lean to the biology bench as a way to achieve greater efficiency, productivity and cost control.

MEP CENTER'S ROLE. Melior reached out to the Delaware Valley Industrial Resource Center (DVIRC), a NIST MEP affiliate, for assistance in implementing Lean Manufacturing principles. "Ultimately, our goal is to be judged on our output in terms of bringing products to market that improve the quality of life," explained Reaume. The manufacturing extension agents from DVIRC created solutions that were specific to Melior's business, providing valuable perspective and tools for improvement. The Lean training helped Melior employees to "step out of our fixed ways and explore new possibilities," Reaume said. "Lean has become part of who we are."

By implementing Lean improvements, Melior increased its research capacity while reducing the number of researchers needed. The company has seen rapid increases to its business proposal process, contributing to a more efficient culture and faster growth rate.

"With DVIRC guidance and our implementation of Lean continuous improvement, our culture is now capital efficient, resource efficient, and output effective. Lean provides the oxygen for our team."

-Andrew Reaume, President & CEO

RESULTS



Research capacity has increased **34%**



60% reduction in costs



Increased the number of proposals to **133**, up from 66



Achieved growth of **200%**

CONTACT US



One College Avenue
DIF 32
Williamsport, PA 17701



(570)308-3312



pamade.org/network

