

## EXTHERID BIOSCIENCES: DRIVING GROWTH IN JACKSON, WYOMING

**ABOUT EXTHERID BIOSCIENCES, LLC.** Nestled in Jackson Hole, Wyoming, Extherid Biosciences built a state-of-the-art laboratory staffed with the highest skilled researchers and laboratory technicians. Extherid's vision is to assemble the best minds in the business in an idyllic location, equip them with the latest tools and then turn them loose on the most challenging bio-pharmaceutical projects. They believe unconventional settings foster original thinking and they know their collaborators always enjoy their visits.

**THE CHALLENGE.** Extherid Biosciences is spearheading the development of innovative custom bio-pharmaceutical products like none before. As a four year old self funded startup, generating and maintaining customers is challenging. Extherid sought help from Manufacturing Works, part of the MEP National Network™, to identify and implement community wide accepted practices and assist in finding ways to control costs, to ensure repeat customers and put the company on a growth path.

**MEP CENTER'S ROLE.** Manufacturing-Works recommended (and facilitated) ISO 9001 certification and conducted an energy audit of the Extherid facility. ISO 9001 sets out the criteria for a quality management system and is based on a number of quality management principles including a strong customer focus, the motivation and implication of top management, the process approach and continual improvement. The efforts of Manufacturing Works efforts brought Extherid necessary accreditation to their processes, positioning the company to attract an industry partner for collaborations and merger. Using ISO 9001 helps ensure that customers get consistent, good-quality products and services, which in turn brings many business benefits.

**"It's tough doing a biomedical medical company in rural America. Manufacturing Works assistance has been invaluable and enabled rapid growth and a successful merger in the past year."**

-Marnie Peterson, Owner

## RESULTS



\$950,000 in new sales,  
\$750,000 in retained sales



5 jobs created, 4 jobs retained



Tripled customer base



Successful merger

## CONTACT US



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