

Paciv grows client base in Puerto Rico, U.S. and Ireland

BY CB STAFF

Fast-growing Paciv Inc. is expanding abroad with plans to inaugurate offices in the United Kingdom in February of next year, said Jorge L. Rodríguez, president and CEO. The San Juan-based validation services provider is making the investment to serve its life sciences clients with a global presence and significant projects in the U.K. and Ireland, he said.

Paciv, ranked 389 on the CARIBBEAN BUSINESS 2006 Top Locally Owned Companies list, reported \$13.1 million in revenue last year, more than 15% growth over the previous year. Rodríguez projects another \$2 million growth in 2006 to \$16 million. Not bad for a local business barely 10 years old. The company is a leading provider of control system integration, computer system validation, and commissioning/qualification and instrumentation services for the life sciences industry. The world's top pharmaceuticals are among its clients.

Having offices in the U.S. (Indianapolis) and Puerto Rico produces significant leverage and economies of scale by minimizing the learning curve and the replication of activities, he said. At the same time, the firm maintains consistency in interpreting regulatory requirements among clients' sites worldwide.

"We understand the complete system life cycle, from design and configuration to commissioning, computer system validation and maintenance," said Rodríguez.



Paciv's management team from left: Rick Straw, vice president of operations for region III; Samuel Estrada, vice president of operations; Jorge Rodríguez, president and CEO; Luis Meléndez, director of validation; José Calderón, vice president of operations; Adrienne Muñiz, comptroller and director and Shawn Perkins, director of engineering services.

The amount of time it takes to bring a new product to market is clearly of the utmost importance to the highly regulated pharmaceutical industry. Being first with a hot, new drug often means getting the largest share of the pie.

"The latest trend in the market is the leverage of commissioning and qualification/validation activities to accelerate the speed to market, meet all the compliance and regulatory requirements while minimizing cost and efforts," Rodríguez explained.

Paciv has been recognized for its expertise, a recipient of the prestigious *Eli Lilly & Co. Global Supplier of the Year Award* for outstanding service and commitment. The 125-employee firm

also received a local award as one of the 20 Best Employers in Puerto Rico.

"Staying true to our core competencies" is one key to keeping the company on a winning track. Another is "our total commitment to customer satisfaction," Rodríguez said.

Paciv plans to grow its client base in Puerto Rico, the U.S. mainland and Ireland where the company works closely with its counterpart ProsCon, assisting common clients which allows them to leverage resources. ProsCon is the largest automation and CSV firm in Ireland, he noted.

The company has a winning business model, ensuring that the right resources are doing the right things without duplicating efforts. ■