The expert analytical provider

Butterworth Laboratories provides outsourced analytical chemistry services to the global pharmaceutical and related industries, specialising in raw materials analysis. It has expertise in complex wet chemistry techniques, extensive experience in residual solvent analysis, and full instrumental capability in elemental impurity analysis.

What differentiates your company from the competition?
Our business is independent. This allows us to re-invest profits in two key areas – staff retention and capital investment in new equipment and facilities. Retaining talent and expertise is critical to offering a first-class contract analytical service. It ensures we can advise customers on the most appropriate analytical approach as well as quickly identify the root cause of any problems encountered. Investing in new and updated instrumentation ensures that we are offering the most up-to-date analytical service to our customers.

What value-added services does your company provide?
The key value-adding service that we provide is consultancy around the methods and analytical techniques that we specialise in. Often customers come to us with a challenge and we are quickly able to advise on the most appropriate analytical solution. Even in situations where we may not be the most suitable supplier, we do our utmost to recommend appropriate alternatives. This demonstrates our commitment to providing a high level of support to our customers.

What are the main drivers affecting the supply and demand for outsourcing services across the pharmaceutical industry?
Certainly, from an analytical supplier point of view, the market demand is there and growing steadily. This is predominantly driven by decisions to outsource non-core activities as the traditional pharmaceutical model of operation evolves to allow for more flexibility and focuses on partnerships as the drivers of value. It is our responsibility as analytical providers to understand the areas in which this demand is growing and to adapt our capabilities and capacity to align with our customers’ changing requirements.

What are the main challenges facing both companies who want to outsource manufacturing or services and those providing these services?
As an analytical provider, one of the key challenges facing us is the increasingly bespoke nature of the service package required by our customers. There is no longer a one size fits all approach and we believe that to maintain long-term success and competitive advantage, providers need to think holistically and innovate to meet the changing requirements of their customers.

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Analytical Support for R&D, Clinical Development and Licensed Manufacture

GLP, GCP and GMP compliant

MHRA and FDA inspected

LEADERS IN PHARMACEUTICAL ANALYSIS

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