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OCTOBER 10 • 2011 EDITION

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Business Profiles

Philadelphia's businesses are among the most forward-thinking in the nation. In good times and bad, they're always on the lookout for new and innovative ways to serve their customers. This special section shines a spotlight on several established leaders and dynamic up-and-comers.

Featured Companies

Penn Museum
www.penn.museum/rentals

IPS-Integrated Project Services
www.ipsdb.com

National Penn Wealth Management
www.nationalpenn.com

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As Seen In... Forbes, October 10, 2011



Integrated Project Services

Global Technology Partner to the Pharmaceutical/Biotech Industry

One of this year's popular events at INTERPHEX, a premier pharmaceutical manufacturing show, was from Integrated Project Services (IPS), an industry leader in technical consulting, design, engineering, construction and compliance services focused within the pharmaceutical and biotechnology industries.

The IPS events were rather unique. Attendees were led on creative floor tours incorporating case studies of state-of-the-art facilities, while IPS subject matter experts highlighted the latest technologies in manufacturing equipment. The tours demonstrated how IPS integrates technology into complex facilities to achieve client goals.

"Partnering with IPS engineers, Biogen Idec has been able to keep our world-class bulk biologics production facility in Research Triangle Park, N.C., on the leading edge of the industry. With our process scientists pushing our cell line productivity up, our facilities needed to keep pace. Collaborating with IPS, we were able to do that, boosting our yields by 300% and winning the ISPE Facility of the Year Award for Operational Excellence along the way."

– Peter Flinn, Senior Director, Global Project Engineering, Biogen Idec

This rapidly growing company is dedicated to staying on the cutting edge of the pharmaceutical/biotech industries and to helping its clients stay at the forefront. "IPS is the partner of choice for our clients, delivering best-in-class knowledge, operational expertise and project execution capabilities," says Dave Goswami, PE, President.

The Business Side of Technology

IPS solutions combine the highest levels of technology with cost-effectiveness. Goswami emphasizes, "Our clients are looking for solutions aligned with their businesses, not projects. We have built our company around expertise, flexibility and our lean approach to project execution – and that has helped our clients tremendously. Most of our clients are increasing their global business and looking to emerging BRIC countries. IPS has invested sig-

"We were confronted by multiple design and architectural issues that would likely be viewed as insurmountable by most firms. IPS, through innovation, collaboration and broad-based experience, took these challenges head on, resulting in a world-class specialty manufacturing facility that we will be able to rely on for many years."

– Patrick Poisson, VP Manufacturing
United Therapeutics

nificantly and is helping our clients' achieve their business goals in these countries. The company has enjoyed tremendous growth and has adapted to the soft economy, investing in emerging countries and establishing strategic partnerships to realize projects internationally. We are one of the largest pharmaceutical-focused engineering companies in India. IPS is involved with a number of endeavors in China as well as Brazil, where we are working on one of the largest pharmaceutical/biotechnology projects currently being executed anywhere in the world."

Award-Winning Expertise

Clients can count on a full range of experts to bring insight and experience to every IPS project. The firm won ISPE's Facility of the Year Award (FOYA) three of the past four years. FOYA recognizes bio/pharmaceutical manufacturing projects that utilize new and innovative technologies, while helping to reduce the cost of producing high-quality medicines.

"Everything at IPS is structured to help our clients succeed," says Goswami. "I am continually impressed by our talented staff. They apply their knowledge and expertise to consider new possibilities and challenge the status quo. The projects we work on are complex and challenging; we feel great when we help our clients succeed in their business ventures. That is the ultimate fulfillment for us."



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