

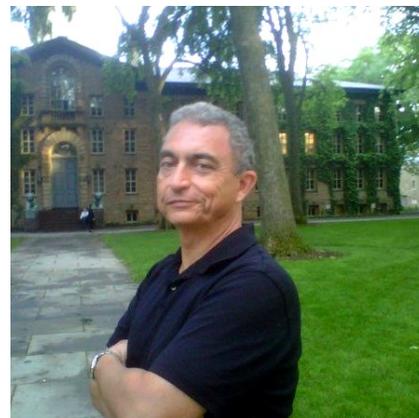


## FOCUS ON:

# PS&S and the Life Sciences Sector

Serving clients in the Life Sciences industry has been an integral part of the PS&S mission since the 1980s, and Senior Vice President Emad Youssef, PE, has been there each step of the way.

Youssef, who is in charge of the firm's overall Life Sciences business, has seen enormous changes in the sector over the past two decades, changes that have transformed the industry and increasingly required design, engineering and regulatory advisory services that are innovative and adaptive to client and market demands.



The PS&S connection to the industry was a natural. As Youssef recalls, New Jersey was the "medicine chest of the country" when he arrived at the firm more than 30 years ago. "That was what it was known as at the time," he said. Many major drug manufacturers had established headquarters and production facilities in New Jersey, and the region continues to be home to the U.S. headquarters of some of the largest and most recognizable companies in the industry, such as Johnson and Johnson, Novartis, Becton Dickinson, Pfizer and Merck.

Over the past three decades, PS&S's total services capabilities have become a valuable resource for industry clients.

"Not many firms our size can offer the wide range of specialties we have," said Youssef. Those services, he said, include early site selection and regulatory approvals stage, full design and engineering of complex research and development and manufacturing spaces, and the infrastructure that supports them.

The firm's reputation for excellence is widely recognized. It consistently ranks among the top firms nationally in the area of pharmaceuticals. The industry accounts for about 30 percent of PS&S's revenue.

Youssef noted that evolving market and consumer needs have redirected the industry over the last quarter-century. The 1980s and '90s were a time of rapid industry growth and expansion. By the beginning of the last decade, many drug companies were facing the "patent cliff" – losing exclusive rights to "blockbuster" medicines and devices they had developed and marketed that are now being produced by generic drug manufacturers.

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A wave of major multi-billion-dollar mergers and acquisitions followed, helping companies acquire new drugs in complementary market areas much faster than the time it took to develop them. The biotechnology industry has defined much of the Life Sciences market in developed nations, and the rise of middle-class populations in emerging nations – including the BRIC countries of Brazil, Russian, India and China—dictated that drug companies should maintain more global operations.

These have provided new opportunities and challenges for the industry, and for PS&S. The firm has established global alliances to serve multinational clients in Europe, Asia and throughout the Americas, Youssef said, while offering the same high level of quality to minimize risks for key U.S.-based multinationals. “We’re a presence in every important Life Sciences hub in the Northeast,” he said.

“It’s a highly specialized area, where science and engineering merge to aid in the development of new, much-needed and complex biologics-based medicines,” Youssef said. “We are fortunate that PS&S has attracted some of the best talent in the industry.”

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