

AWC TB3 Transcript

BD: Hi, Sharon, how are you?

Client: Great, thank you. And you?

BD: Pretty good, thanks. Dr. Chen will be joining us online in just a second. I sent him a message. He's just getting his computer set up as we speak.

Client: Sure, no problem at all.

BD: It must be 5pm your time, right? I guess you guys are about to get off work soon.

Client: Yes, I have a few more things to finish off after this meeting, but I'm almost done for the day.

BD: Have you had a good day?

Client: Very good thanks. Busy as usual, but a productive one – we got a lot done.

BD: That's good to hear...Ah...here's Dr. Chen now. Glad you could join us.

Chen: I'm happy to be here. I hope I haven't kept you waiting.

BD: No, we just got started. Let me get you two acquainted. Dr. Lemon, this is Dr. Chen. He'll be the team leader of your project team and your main point of contact for this project. He has extensive experience in designing and scaling up synthetic routes for novel compounds in this field.

Client: Nice to meet you, Dr. Chen. I'm Dr. Lemon, but you can call me Clint.

Chen: Nice to meet you too, Sharon. Please call me Lei. I'm looking forward to working with you. Would you like me to introduce a little about my background and experience in this area?

Client: That would be good, thanks. Please go ahead.

Chen: Of course. So, I hold a Ph.D. in organic chemistry. I got that from Beijing Normal University in 2012 working on a team that specialized in developing small molecule inhibitors. Since graduating, I have over 10 years of experience, the last 8 of which I've been with Pharmaron, developing and optimizing synthetic routes for novel small-molecule drug candidates. Currently, I'm leading a team that collaborates closely with colleagues from our ADME and biological teams to provide integrated drug discovery and development services to our customers. In the last few years, our team has been mostly working on molecules targeting novel binding sites to inhibit protein-protein interactions. I'm proud of my team's strong track record of delivering high-quality results for our clients. Between us, we've co-

authored three papers in this area, and as a team, we've had two candidates enter clinical trials recently.

Client: That's impressive, Lei. I'm glad to hear that you have such a strong background in this area. It sounds like your team will be a great fit for our project.

Chen: Yes, we're all very grateful and excited to have the opportunity to work on this project. We're looking forward to a productive collaboration.

Client: It's good to have you on board. I take it you've had a chance to go through the project goals and background information. Do you have any questions?

Chen: No, I've gone through the information you shared carefully, and I don't have any specific questions at this stage. Everything was laid out very clearly in the documents you sent, and the workflow looks like it will be quite similar to other recent projects we've been involved in. I'm sure I'll have some questions once we get into the details of the specific target compounds, though.

Client: Sure, if you have any questions at any time, feel free to ask. We hope you can feel like you're a part of the team.

Chen: Thanks, I appreciate that. Our team also really enjoy this style of close collaboration.



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