

## **Bioanalytical Systems, Inc.**

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Bioanalytical Systems, Inc. (BAS) is a leading manufacturer of specialized instrumentation and accessories for liquid chromatography, in vivo sampling (microdialysis and ultrafiltration), and electrochemistry. BAS products have been well received in drug metabolism research, pharmacokinetics studies, and pharmaceutical analysis. A new division called BAS Analytics was formed in 1991 to offer customized contract Bioanalytical services to the pharmaceutical industry. Bioanalytical Systems, Inc.'s goal to have a 50:50 mix between product sales and contract services was achieved two years ahead of schedule. Many of the world's top 25 pharmaceutical manufacturers are BAS customers.

Bioanalytical Systems, Inc.'s instruments are used in research laboratories worldwide to carryout neuroscience research, environmental research, pharmaceutical research, clinical chemistry, and forensic science. In addition to its West Lafayette headquarters, BAS has offices in Lawrence, Kansas; Mahwah, New Jersey; State College, Pennsylvania; and also operates facilities in the United Kingdom.

### **Economic Impact**

BAS has received numerous SBIR grants over a 15-year period totaling \$3 million. Those grants have played a tremendous role in affording BAS the opportunity to take on some higher risk projects. Several of these have been exceedingly successful, resulting in the sales of millions of dollars worth of products to the research community around the world. BAS Analytics, the contract research arm of the company, grew out of the team assembled to complete SBIR projects. BAS Analytics has participated in the development of drugs now selling over \$10 billion/year from the largest pharmaceutical companies. BAS clients include Eli Lilly, Pfizer, Abbott, Glaxo Welcome, Roche, and others.

BAS has partnerships with Purdue University as well as the University of Kansas, both of which have involved SBIR projects. The company also sources many components from various sheet metal shops and machine shops in Indiana and it exports over 50% of its products. BAS is actively engaged in studies devoted to central nervous system diseases, diabetes, cancer, and AIDS and is participating in several global clinical trials associated with these diseases.

Prof. Peter Kissinger, CEO of BAS, stated that "The SBIR program has been a great way to leverage our considerable talents. We have always doubled or tripled the Federal support to complete projects and bring them to market, but those initial unencumbered grant dollars enabled us to take bold steps that we might have otherwise been reluctant to take as a small business. We compete with giants by approaching niche markets and unique technologies, which typically are ignored by the large companies. The key has

been to attract talent. Postdocs [Post-Doctoral students] we have brought in on SBIR grants years ago are now among our most valuable professionals.”

**National Institutes of Health Awards**

Separation-Based Biosensor for Pharmaceutical Applications	(GM 52272)
Mercury Thread Electrode for Determining Lead in Blood	(ES 06991)
Rational Development of Derivatization reagents—LC-EC	(GM 55446)
Ultrafiltration Probes for Leptin and Cytokine Research	(DK 54592)