



AUSIB has assisted its Pharmaceutical member companies with the following:

The Alliance for US India Business (AUSIB) and its professional staff in Washington, DC have for more than a decade now established excellent relationships in the United States Congress, various Federal Government offices and US State Governor offices.

Advocacy:

Among the various services AUSIB offers to its member companies are **assistance with overcoming the sometimes complex regulatory challenges**. Thorough meetings arranged with the highest levels of officials at the FDA and DEA, AUSIB assisted its member pharmaceutical company in getting advice and resolving a certain licensing issue considered to be anti-competitive and a market entry barrier.

AUSIB, drawing upon the power of the Indian American community, **successfully advocated on behalf of the generic drug companies against the misuse of the citizens petition**. The citizen's petition is a tactic adopted by brand-name pharmaceutical companies to delay entry of a generic drug into the marketplace. The legislation introduced by Senator Debbie Stabenow was enacted into legislation 9 months ago. Upon implementation, the provisions of the Act will put an end to frivolous petitions used by brand drug companies to delay the entrance of generic drugs into the marketplace, robbing consumers and businesses of affordable choices.

Most recently a AUSIB member was made victim of the misuse of citizen's petition by a brand / innovator company. Due to this citizen's petition the company suffers losses to the tune of several million dollars. AUSIB has taken immediate action and has been advocating on behalf of the member company. Key Members have been apprised of the situation and they have made serious note of it – with immediate letters been sent to the Commissioner, U.S. Food and Drug Administration demanding urgent response.

The **ever greening issue** is the next issue being advocated by the AUSIB for its pharmaceutical members.

Networking/Matchmaking:

AUSIB has provided **valuable match making** introductions for several of its member companies including pharmaceutical companies in seeking successful international Joint Venture and other



business partners. (Put how you helped a member with a Pharma SEZ meet and secure potential JV partners for their SEZ, he was introduced to VC's, Private Equity companies, Pharma Companies, etc.

We host a monthly Round Table on Cross Border M&A that gives an opportunity for companies to meet potential partners and investors.

Market Entry/Location Incentives:

AUSIB also assisted its member companies with introductions to various State offices and local chambers of commerce to **identify and procure ideal locations for their business expansion**. While working with different Governors, legislators and State officials, AUSIB assisted its member pharmaceutical companies to **secure state incentive packages to the tune of several million dollars**.

Delegations:

AUSIB leads delegations that can be State Delegations at times led by Governors and Chief Ministers and we have taken pharmaceutical companies/venture capitalists in delegations to find partners and investors. We have had a pharmaceutical company engaged in a intense discussion about being part of the the State Procurement system for generic medicine.