

Eastern frontiers no boundary for TFS

The internationally renowned full-service clinical CRO, TFS Trial Form Support has started an ambitious expansion. Central and Eastern Europe will become an essential part of TFS International's multinational infrastructure of clinical research expertise during the coming years.

CONTRACT RESEARCH The opening of Central Eastern Europe (CEE) as a competitive arena in clinical trials has not passed TFS Trial Form Support by unnoticed.

"We have a very ambitious plan for expanding our presence here in Central and Eastern Europe," says Dr. Zoltan Kelemen Managing Director of TFS Trial Form Support in Hungary, Poland, Czech Republic and Baltic Region.

Having just joined TFS in October last year, Zoltan Kelemen has an arduous task ahead of him from his office in Budapest that is the regional headquarters for TFS Trial Form Support's efforts in CEE. By the end of this year the plan of expansion calls for an established presence in: Poland, Czech Republic and Romania.

"Our aim is to have recruited at least 25-35 clinical professionals for each of these three countries in the coming years. We are now in the process of recruiting the key positions of clinical area managers for each country, and with these key persons in place we can accelerate the recruitments," he says.

Further plans for expansion include Hungary, Bulgaria and Serbia, but even an ambitious and fast growing company like TFS Trial Form Support has to rein in their enthusiasm and use 'common sense'.

"The plans are still very ambitious. The professional competence and market po-

tential is in place in each targeted country, and even with some of the similarities between the countries in question, we realise that each country demands its own approach when building up a new organisation," Zoltan Kelemen states.

Treatment-naïve populations

Before he joined TFS Trial Form Support Zoltan Kelemen acted as Regional Business Development Manager for Hill's Pet Nutrition Inc. CEER Region, and was responsible for establishing and managing Hill's organisation and operations through a network of national distributors in fourteen CEE countries and Russia.

"I'm very excited by this opportunity to become part and play an active role of the same process for TFS Trial Form Support in CEE," he says.

The reasons for expanding in CEE are self-evident for TFS: high level of clinical

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professionalism, access to centralised clinical institutions with efficient recruitment opportunities of large numbers of patients for clinical trials, these patients are usually treatment-naïve people who are really motivated in participating with high discipline and compliance. For many patients, participation in clinical trial, is The Option to get best treatment and medical attention within the public healthcare system.

"As an example, our focus on Romania stems from the fact of harmonisation with the European Union coupled with excellent access to clinical environments. All of this in a country of 21 million people who,



Dr. Zoltan Kelemen, Managing Director of TFS Trial Form Support in Hungary, Poland, Czech Republic and Baltic Region.

as for the rest of Eastern Europe, comprises an arena that has been far from saturated in the field of clinical trials," Zoltan Kelemen states.

The TFS effort in Eastern Europe will primarily focus on project delivery in phase II-III trials and contract placement solutions, and will mainly employ professions such as project leaders, lead CRAs and CRAs.

"We aim to continue the successes TFS Trial Form Support have had in the field of contract placement solutions internationally. With our excellent TFS Academy for in-house professional training and development for our new recruits, I feel secure that we will achieve a status of preferred partner of the leading pharmaceutical and biotechnological companies in Central and Eastern Europe as well," Zoltan Kelemen concludes.

Key features of TFS

TFS Trial Form Support (TFS) is an FDA- and MPA-inspected full-service clinical CRO, operating in three independent business areas: early clinical development, project delivery and contract placement solutions. Founded in 1996 in Lund, Sweden, TFS has become the largest non-listed European CRO employing 480 highly competent and dedicated clinical research professionals working from offices across 16 countries in Europe, USA, Japan and India. The revenue is EUR 38 million.

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