



## **PRESS RELEASE**

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For immediate release

### **Scots urged to be less risk-averse**

*Scots need to seize opportunities offered by new and emerging markets – or risk losing out to braver competitors, says founder of Scotland's leading global clinical research organisation*

Award-winning Glasgow-based businesswoman, Dr Rabinder Buttar has called on fellow Scots to grasp the spirit of entrepreneurship that the nation has long been famous for and seize opportunities offered by new and emerging markets – or risk losing out to other less risk-averse competitors.

Dr Buttar, the founder, President and CEO of Scotland's leading global clinical research organisation (CRO) ClinTec International, was speaking ahead of a reception to celebrate the first anniversary of relocating her global headquarters to Glasgow and to welcome ClinTec International Country Managers from around the world to the city.

"I started ClinTec International in Germany almost 13 years ago at the tail end of another well-documented economic downturn. I had worked for well-established international pharmaceutical companies, including Wellcome (now GlaxoSmithKline), Wyeth, and Fujisawa (now Astellas), but I took the risk, had faith in 'my product,' started my own company and have forged a global entity," said Dr Buttar.

"Just over a year ago I took another risk and decided to relocate my global headquarters here to Glasgow. Among certain members of the international business fraternity there is a somewhat unfair impression that Scotland is not always a great place to do business, far less headquarter a rapidly-growing global organisation – so my decision came as something of a surprise to some.

"But I saw it as a challenge – and I succeeded. Now this Scottish company, ClinTec International, is a respected presence around the world from Latin America to South Africa to India.

"Today ClinTec is taking the lead in pioneering clinical trials. We were at the vanguard of efforts to open up India and this model is being replicated in the Middle East, North Africa - and even Siberia. Again it has meant taking risks, but we were prepared to invest our time, effort and indeed our money into these territories and our decisions have reaped rewards," said Dr Buttar.

"Now we are the acknowledged experts at breaking into as well as developing expertise in new and emerging markets. Our unrivalled local expertise, including our knowledge of local regulatory requirements and cultures, is our



strength and it means the major pharmaceutical firms always tend to turn to us.

"At ClinTec we truly are wired into the wider world – and my ambition now is to see more and more Scots realise how vitally important it is to build international links – and at the same time prove that Scotland is and always will be a great place to do business."

**- ENDS -**

### **Notes to Editors**

#### **About ClinTec International**

ClinTec International is a global contract clinical research organisation, which was established in 1997 by Dr Rabinder Buttar, the company's President and CEO. ClinTec International has a presence in almost 40 developed and emerging countries, covering Western Europe, Central & Eastern Europe, the Middle East and North Africa, Central and South Africa, Latin America, India and the US.

In addition to ClinTec International's vast expertise in oncology, the organisation has also conducted over 150 clinical trials in other therapeutic areas including anti-infectives, cardiology, dermatology, gastroenterology, neurology, respiratory medicine and rheumatology. ClinTec International excels in conducting clinical studies in diverse geographical locations, supported by a team of world-class project managers and clinical research associates. ClinTec International's 'fast, flexible and focused' approach to clinical research ensures an added advantage to the drug development process. The organisation's range of services includes Clinical Monitoring and Project Management, Regulatory Affairs, Medical Writing, Data Management and Biostatistics, Global Clinical Resourcing, Quality Assurance, Drug Development Consultancy and Clinical Training courses.

#### **ClinTec Media:**

To speak to, or arrange an interview with Dr Buttar or one of the International Country Managers, please contact ClinTec International's media team at:

John Macgill or Andrew Ritchie: + 44 (0) 131 556 0050 (including out of hours).

**Website:** [www.clintec.com](http://www.clintec.com)