

# The PTC Cost Savings Program

## From Concept to Commercialization

### Pre-Screening



*PTC Organics' Scientific Advisory Board determines the technical probability of success of potential customer process improvements using Phase Transfer Catalysis (under secrecy agreement). If "high," proceed to Development Agreement. Pre-screening is free of charge.*

### Development Agreement



*Reach development agreement based on "Criteria For Success" defined by the customer and upon which process performance is measured during development and commercialization. Agreement is designed for alignment of interest.*

### Laboratory Development



*PTC Organics commits its best efforts to develop a process in the laboratory with the goal of meeting the Criteria For Success. A commitment fee is paid by the customer at the outset of laboratory development. PTC Organics invests laboratory resources and expertise of leading PTC scientists.*

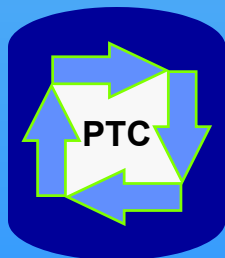
### Process Verification



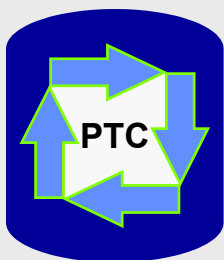
*After submission of a written report by PTC Organics describing a detailed procedure for meeting the Criteria For Success, the customer verifies the performance of the written procedure in its own laboratory. A Successful Laboratory Development Fee is paid after verification. The customer incurs no additional financial obligation if the Criteria For Success are not met.*

### Scale Up & Commercialization

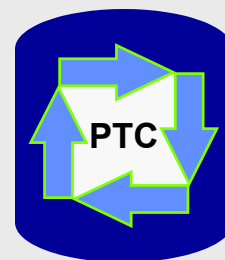
*At its discretion, the customer performs scale up and commercialization of the advantageous process. Technical support is provided by PTC Organics. The Commercialization Fee is typically 25% of the cost savings achieved.*



[Free Pre-Screening Form](#)



**FREE** Pre-Screening from PTC Organics, Inc.  
*The Industrial Phase Transfer Catalysis Experts*



## Process Improvement Opportunity Evaluation Form

*(Do not disclose proprietary information unless a secrecy agreement has been properly executed between your company and PTC Organics, Inc.)*

### Step 1: Draw the reaction you want to improve or develop

Include reactants, molar ratios, solvent, catalyst (if any), time, temperature, yield and key impurities (if important)

Reaction to be improved:

### Step 2: Describe the performance parameter(s) you want to improve

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*add additional pages if necessary*

### Step 3: Fill out your name, company, address, phone, fax, E-mail

Name \_\_\_\_\_

Company \_\_\_\_\_

Address \_\_\_\_\_

Phone \_\_\_\_\_ Fax \_\_\_\_\_

E-mail \_\_\_\_\_

Step 4: Fax this form to Dr. Marc Halpern at PTC Organics: **+1 856 222 1124**

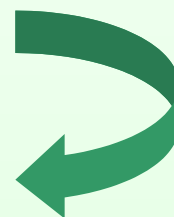
# The PTC Cost Savings Program

Customer-defined criteria for success

**YOUR NEED TO REDUCE  
PROCESS COST**

PTC Organics' highly specialized expertise

**PHASE TRANSFER  
CATALYSIS EXPERTISE**



**PTC Cost Savings Program**

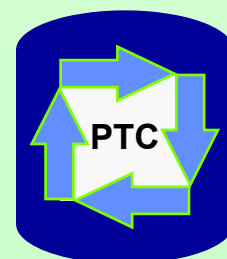
*process improvement/development performed by PTC Organics  
process commercialization by customer*



Better Process Performance

**Cost Savings**

[Free Pre-Screening Form](#)



# BREAKTHROUGH PROCESS IMPROVEMENT

using Phase Transfer Catalysis

[Free Pre-Screening Form](#)

[Contact PTC Organics](#)



## **PTC Organics, Inc.**

*The Industrial Phase Transfer Catalysis Experts*

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[www.ptcorganics.com](http://www.ptcorganics.com) PTC Organics is a member of SOCMA

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