

Taking Share: AdvanceTEC's Open Market Business Model Drives Bio-Pharma Market Success

Company announces advanced projects for leaders Pfizer, Adaptimmune Therapeutics and KBI BioPharma

Richmond, VA, March 20, 2017 – AdvanceTEC, a leader in cleanroom engineering, design, construction and process integration, today announced that it has advanced projects underway for three leading bio-pharma clients: Pfizer, Adaptimmune Therapeutics and KBI BioPharma. The company attributes its accelerating success in the biotech and pharmaceutical markets to its open market business model that provides greater choice, flexibility and value for its clients.

AdvanceTEC's open market business model is a manufacturer independent approach that allows its clients to select the optimal cGMP systems and solutions based on the specific requirements of their project and business objectives. This approach provides clients with a range of technical and commercial options, and eliminates the risk of being pigeonholed into an inflexible proprietary system and inflexible partner – neither of which is ideal for a successful project.

“At AdvanceTEC, we are excited that our open market business model has resonated with leaders in the pharmaceutical market,” commented Bryan Phelan, AdvanceTEC managing partner and director of sales, marketing and preconstruction services. “It’s really a simple approach – we listen to our clients and provide options that deliver the greatest performance and value for them. We don’t try to force fit them into our way, but rather we apply our experience and our expertise to do what’s right for them. It’s hard to imagine, but this is a very different approach from our competition – and we believe that it is a catalyst for garnering repeat business and taking share in the competitive bio-pharma market.”

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Recent successes announced by AdvanceTEC in the pharmaceutical market include:

Pfizer: AdvanceTEC is nearing completion of a key project for the company, which is being led by Jacobs Engineering. This project marks the first time AdvanceTEC has served Pfizer, but is the latest in a long string of projects AdvanceTEC has collaborated on with Jacobs. In addition to AdvanceTEC's demonstrated success working with Jacobs, key to their selection for this project was their open market approach, 3D BIM capabilities and team execution mentality.

Adaptimmune Therapeutics: AdvanceTEC is nearing completion of the turn-key design/build of cGMP cleanroom and laboratory for Adaptimmune Therapeutics' new North American headquarters in Philadelphia, PA. AdvanceTEC is a critical part of the project team that includes Turner Construction, Liberty Property Trust and Synterra Partners. AdvanceTEC was selected for this critical project in a thorough head-to-head competitive evaluation. Key to AdvanceTEC's selection was their open market approach, being responsive to the needs of the client, and their overall technology leadership.

KBI BioPharma Expansion Project: AdvanceTEC has recently commenced construction of an additional cGMP cell culture suite at KBI. This project marks the third in a series of projects serving KBI. On this latest project, AdvanceTEC is working under the Whiting-Turner Contracting Company, who is leading the larger expansion investment for KBI. AdvanceTEC's past performance, get-it-done attitude and flexible approach were key attributes to this selection.

About AdvanceTEC

AdvanceTEC is a leader in cleanroom design, construction and process tool installation, serving clients in the Nanotech, Semiconductor, Biotech, and Pharmaceutical industries. Since its founding in 2000, AdvanceTEC has successfully constructed facilities for research, pilot production and high volume manufacturing applications. The company works with leading technology companies, general contractors, architectural engineering firms, lab planners and developers to estimate, value engineer, design and construct state-of-the-art cleanrooms and associated process infrastructure. Its services range from full turn-key design/build to plan & spec construction only scopes of work. For more information, please visit www.AdvanceTECLLC.com.

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