

**ABOUT THE COMPANY**

Pharm-Olam International (POI), headquartered in Houston, Texas, US, started operations in 1994 with the premise of delivering cost-effective, quick-to-market clinical research services in emerging markets of Central and Eastern Europe.

Now the company provides services in North America, Western Europe, Central and Eastern Europe, Latin America, Asia and South Africa.

POI is a privately-owned multinational offering a wide range of clinical research services to the pharmaceutical, biotechnology and medical devices industries. Today it has one of the largest footprints of any contract research organisation (CRO).

POI's clients range from aggressive biotechnology start-ups to the largest pharmaceutical firms in the world.

in the UK, the UHY Hacker Young Group, provides audit and tax services to the client's European operations, which are based in Berkshire, UK. Further audit services are provided to POI subsidiaries by UHY firms in Argentina, Canada, Croatia, Hungary, Poland and South Africa.

POI is actively looking to establish business relationships with other UHY firms worldwide, in particular in India, as an entry point into new market opportunities.

**WHY UHY?**

UHY was introduced to POI in 2007 through an existing relationship between a UHY partner and Dr Zev Munk. UHY's global capabilities and competitive pricing were fundamental to the initial engagement to POI.

A closer relationship has developed since those times. UHY's principal managing the business from Houston, Michael Landers, says he believes the client values UHY's responsiveness and global coordination.



**ABOUT THE SECTOR**

With 27 offices in more than 40 countries across the globe, POI distinguishes itself among its peers as the leading mid-size contract research organisation with global reach and has one of the largest global footprints of any CRO.

POI has an entirely different business model compared with other CROs in the sector. The company calls its model 'global decentralisation': a commitment to establishing and maintaining the industry's strongest multinational presence by having international clinical experts with extensive knowledge of local and regional customs across a broad range of therapeutic areas.

For example, clinical studies, says POI, "deserves the superior management experience and clinical trial expertise of POI. We are focused and committed to helping our clients to expedite new drug development by providing excellence in global clinical research."

The company's Chairman and CEO, Dr Zev Munk, who founded POI and its subsidiaries, has more than 20 years of experience in clinical research, with fellowships from the Royal College of Physicians and Surgeons of Canada, the American College of Physicians, the American College of Allergy, and the American Association of Allergy, Immunology and Asthma. Dr Munk is a specialist in allergy and immunology.

**UHY SERVICES**

UHY LLP, the network's member firm in the US, provides audit services to POI's head office from its Houston offices. In addition, UHY's member firm

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**WORKING WITH UHY**

"We appreciate the dedication, focus and individual attention that the UHY team provides to POI on a global basis. We meet with the UHY US partner and senior manager monthly to keep each other informed of industry and company developments," says James W Clark, Jr., Chief Financial Officer at POI, who has been the CFO of both public and private firms in the CRO industry for the past 15 years and began his career with Ernst & Young in Indianapolis.

