Note from the Editor

I am proud to announce the launch of ABD’s “Life Science News.” Our newsletter will now be coming to your mailbox quarterly, filled with what we hope you find to be informative, exciting and valuable news about the life science sector.

In this issue, Life Science insurance experts from ABD’s Redwood City, Seattle, and San Diego offices provide important information garnered from ABD’s vast experience and expertise in placing clinical trials insurance - both foreign and domestic.

Use the link to our PriceWaterhouseCoopers Radio Show appearance, discussing clinical trials…who would have thought! http://www.wsradio.com/find/?search=varner&limit=10

Also, read about ABD’s partnership with the San Jose BioCenter.

This is YOUR newsletter so please offer any suggestions for adding to its value. I hope you enjoy our inaugural issue!

ABD is Sponsor Broker for the San Jose BioCenter

Every great company is supported by a network of partners, each of whom works to ensure a company is set up for success. The San Jose BioCenter has selected ABD to provide insurance and risk management services to their member companies - joining the group of leading service and product providers SJBC endorses and recommends.

The San Jose BioCenter features facilities and world class business development services for high potential Bioconvergence companies. Their mission is to provide entrepreneurs with the resources, contacts and expertise they need to commercialize their technology.

The recent addition of over $5M in state of the art Core Labs; Chemistry Analytics Lab, Biology Lab, and three Tissue Culture Rooms have completed their evolution as the destination location for Bioconvergence companies and research scientists alike. To learn more please visit www.sjbicenter.com

“We have greatly appreciated your assistance in getting our foreign insurance policies in place, particularly when we were pressed with short time requirements.”

– Michael S. Rabson
General Counsel
Maxygen, Inc.

ABD takes complete ownership of the complex, time-consuming process of placing domestic and international clinical trials coverage.
ABD Life Science: Your Clinical Trial Insurance Specialists

ABD takes complete ownership of the complex, time consuming process of placing domestic and international clinical trials coverage. Using advance technology tools like ABD’s proprietary “Overview of Country Requirements Coverage Matrix” and online “Country Specific Quote Request Forms” in CyberSure, ABD takes the mystery, the headaches and the occasional heartache out of the clinical trials coverage placement process.

With a CyberSure log-in and password – from anywhere in the world at any time of any day – your company will be able to:

- Readily access critical country-specific insurance requirements from a linked document that is updated monthly
- Complete the required country-specific document
- Upload applicable Protocols and Informed Consent forms required for underwriting and quoting
- Submit these documents all from one page to the appropriate ABD staff to obtain desired insurance quotation for Clinical Trials Insurance.

ABD’s Life Science experts know how to get things done and it is critical for your company to have a knowledgeable, independent, client advocate managing the clinical trials coverage placement process – rather than relying largely on CROs whose interests may not entirely align themselves with yours.

www.cybersure.com

ABD and Wells Fargo Merge

As of October 1, 2007, ABD Insurance and Financial Services is now a part of Wells Fargo Insurance Services and a member of the Wells Fargo family of companies.

Wells Fargo’s values, culture, and relationship-oriented focus are very similar to ABD’s, and we share a common commitment to our customers and to the communities in which we live and work.

ABD will retain its name and will continue operations as a separate division of Wells Fargo Insurance Services, with our Executive Team reporting directly to David Zuercher, the Chairman, President, and CEO of Wells Fargo Insurance Services.

We will continue to provide the local marketplace and the Life Science community with the same aggressive client advocacy, and industry focused expertise we’ve delivered for more than 60 years – only now backed by one of the most respected, diversified financial institutions in the world – Wells Fargo & Company.

Wells Fargo has been providing insurance services for over 120 years and has earned the highest possible credit rating, “AAA”, from Moody’s Investors Service and the highest credit rating given to a U.S. bank, “AA+”, from Standard and Poor’s Ratings Services. This heritage of excellence, integrity, and experience benefits our clients and ABD in many ways. Please stay tuned for more on this exciting development!