



# STATE LICENSING

Timely state licensing is just as critical as the FDA approval process

## At Two Labs, we guide manufacturers through the state licensing process quickly and accurately

We have managed state licensing for over 100 new drugs, from startup companies launching their first product to larger global organizations that want to outsource management of existing licenses.

Part of why state licensing can be so complicated is because each state decides the rules for themselves and there are constant changes and updates that aren't easy to keep track of or even find. Some states require licenses from CMOs, some require a background check from their officers, and others require 3PL partners to be named on the application. It's a lot of information to stay updated on, but if manufacturers get anything wrong on their applications, that means they won't be able to sell their drug in that state.

**2 STATES**  
Require \$100,000 surety bond

**9 STATES**  
Require a labeler code

**7 STATES**  
Require FDA approval

**6 STATES**  
Require certificates of authority

**9 STATES**  
Require background checks and/or fingerprints of officers

**19 STATES**  
Require 3PL to be in place

**6 STATES**  
Require CMO licensure

**11 STATES**  
Require registered agents



### About Two Labs

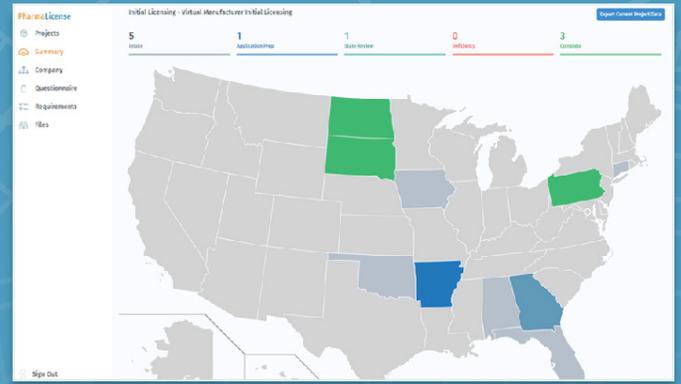
Two Labs provides expert, integration services that eliminate barriers to product launch and provide strategies for continued market viability

For a free consultation call us at 614-389-4004 or email [info@twolabs.com](mailto:info@twolabs.com)

# STATE LICENSING

Our job is to keep track of each and every state's changing laws to make sure that all of our clients are properly licensed in each of them.

But we also handle the entire process for them, including filling out and submitting applications, meaning the process is extremely easy on them and their teams.



## WHY INVEST IN A PARTNERSHIP WITH TWO LABS?

**OVER 70 YEARS STATE LICENSING EXPERIENCE**



OVER 100 SUCCESSFUL INITIAL LICENSING AND BUSINESS STRUCTURE CHANGE PROJECTS



**250+ LAUNCHES**  
NEW PRODUCTS AND TRANSITIONS



**OUR CLIENTS**

**80%** or more of our clients are launching their first drug



**17+ YEARS**

as a pharmaceutical industry leader

Launching products for manufacturers like Arcutis for over 17 years



**FULL SUITE OF SERVICES**

From evaluating channel strategies to obtaining proper licensures and building a patient program

**TEAM OF EXPERTS**

Our team is comprised of industry professionals who are experts in their fields. Their expertise extends across a multitude of disciplines in the pharmaceutical industry, from licensing, compendia, and patient services, to channel strategy, finance, and more. We strive not only to be subject matter experts within disciplines but also in therapeutic classes.

**WE ARE KNOWN FOR**

Our reputation in the industry is that we understand the client's needs, provide a customized approach, and deliver the results they expect. According to Loyalty Research Center, Two Labs client loyalty was the highest they have seen among any of their B2B and B2C clients.

Source: Loyalty Research Center, August 2018, N=56, Updating research August 2020.

We understand that patients are desperately waiting for the latest drug innovation and pharmaceutical leaders are anxiously getting ready to launch their new drug. The partnership you would experience with Two Labs is the highest our third party research vendor has ever seen from any organization.

**At the end of the day we take care of our clients - doing what's right for them and their new drug.**