

ReComS Group to go after Latin American market

Consulting firm to open facilities in Costa Rica; Local operations to be expanded throughout the island

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Locally based consulting firm ReComS Group wants to make it to the big leagues, with plans to open new facilities in Costa Rica that will significantly expand the firm's client base in the Latin American market. The company has also increased its services and talent pool, effectively splitting its operations into five units to become a one-shop solution alternative for food, drug / medical device, cosmetic and healthcare companies.

Although ReComS (which stands for Regulatory Compliance Services) has been known primarily as a validation firm, Nidia Acevedo, vice president of operations of ReComS Group, said the company has adopted many other services, among them resources / business management, security and legal consulting, into its portfolio.

ReComS Group's five companies include Regulatory Compliance Services Corp., which works on guaranteeing quality assurance of products and services to comply with companies and regulatory agencies' standards. Calibration Validation & Research Inc. takes care of the majority of validation and calibration projects that seek to reduce costs and maximize productivity.

ReComS Laboratories Inc., which has just celebrated its first anniversary, is established in Humacao on the former site of AccuPharma Research & Scientific Consulting Inc. Meanwhile, Microbiological Media Manufacturing Co., which manufactures products used for the culture and identification of bacteria and fungi, will be in a building under construction near the laboratory facilities in Humacao. The company is also planning to establish installations in the western area of Puerto Rico to further expedite its operations.

Altyma Pharma Services Inc. will become the company's presence in the international marketplace, with the establishment of offices in San José, Costa Rica. According to Arturo Cherena Jr., vice president of strategic development, the company already has a list of more than 20 clients waiting for the offices to begin full operations. Even though all companies are already working, Cherena expects them to be at 100% working capacity by January 2007.

ReComS talent, which totals close to 140 employees on the island, also includes a network of defense and regulatory lawyers that specialize in industry-related matters, including Acevedo herself, who has combined a bachelor's degree in microbiology with postgraduate studies in law.

With this expansion, ReComS Group seeks to become a one-shop solution for companies that are forced to make adjustments in certain departments when production volumes are low. "We offer our resources to the companies when they need it, becoming in effect an extension of the company during the time that is necessary, which in the end is more cost-effective," explained Acevedo, although she clarifies that they don't become a permanent fixture in the company, just a solution that can be kept within the company on a temporary basis.

ReComS clients have included Johnson & Johnson, Novartis and Medtronic. Revenue figures for 2005 approximate \$15 million, a dramatic increase from initial figures in 2003, which totaled roughly \$1 million in revenue. Now, with the establishment of offices overseas and rapid expansion, Acevedo and Cherena acknowledged the sky is the limit for the upstart firm.

