



UPL Services
5 Laboratory Drive
Building 1, Suite 1100
Research Triangle, NC 27709
USA

2023 CERSA Summer Intern Project Proposal UPL, Ltd. US

**UPL Services, 5 Laboratory Drive, Building 1, Suite 1100
Research Triangle Park, NC 27709**

Location of Internship: UPL AgTech Center, Research Triangle Park, Durham, NC

(onsite and remote flexibility will be considered)

Contact:

Henry-York Steiner, Ph.D., Global Regulatory Asset Manager, UPL

Internship Title:

Global Regulatory Registration Costing Analysis and DB

Description:

The intern will compile global registration cost information across numerous registration activities and build a database with a user interface that will allow for instant cost projection. The intern will collect cost data from a variety of sources from all types of registration categories including regulatory studies, efficacy and residue studies, registration fees and consulting fees from all around the world.

Scope of Work:

The cost of registering a new Ag compound accounts for most of the spend a company will incur in bringing a product to market. Therefore, it is critical to understand what those costs will be in order to build a business case that supports going forward with a project. The intern will compile costing data involving accessing a number of UPL internal sources, 3rd party contract research organizations and public databases. The intern will work with in-company experts in regulatory study management and database management tools. The new database will be able to specify what are the core costs plus any country specific costs and take into account costs already incurred for a project. Specific user queries will be used to beta test the new tool and outputs will be assessed for accuracy. Outputs will be configured for clear communication of projected costs to regional, global, development, marketing, regulatory and upper management teams.

Upon completion of the internship, the intern will be able to gather and organize disparate data in a focused and directed manner, be able to initiate a project plan with objectives, milestones and deliverables to construct a novel database tool and provide critical information specific to a larger company objective.



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The intern will present details on the construction of the database, outputs from queries of the database and demonstrate a real-world example of cost projection.

Proposed Project Timeline:

The project is expected to run up to 10 weeks:

Week 1

- Introduction to UPL; meet with Regulatory, IT and Regulatory Study Management team members who are stakeholders in the project.
- Learn the basics of regulatory requirements across regulatory activities and geographies via in-house experience from the Global Registration and Regulatory Study Management teams.
- Be introduced to the specific cost parameters and value of assessing/projecting these costs early in project development.

Weeks 2-8

- Plan scope of regulatory requirement cost data to collect
- Collect the regulatory requirement costs for UPL registration projects
- Project plan for database build
 - Data organization per database platform
 - Entry of data
 - Scope of User Interface and required analysis outputs
 - Beta testing of tool(s)
 - Plan and coordinate with communications team for company communication on new tool

Weeks 9-10

- Finalize outputs for presentation to various stakeholders
- Internal and external presentations on project

UPL is the **5th** largest agrochemical company in the world, after the acquisition of Arysta LifeScience. UPL is a global leader in global food systems. With a revenue of **US\$5,040 Million**, UPL is now present in **138+** countries. We have market access to **90%** of the world's food basket and are focused on ushering growth and progress for the complete agricultural value chain including growers, distributors, suppliers and innovation partners. As a new company, we offer an integrated portfolio of both patented and post-patent agricultural solutions for various arable and specialty crops, including biological, crop protection, seed treatment and post-harvest solutions covering the entire crop value chain.