

# BUSINESS RETENTION Case Study



IQVIA Laboratories (formerly Q<sup>2</sup> Solutions) is a global drug discovery and development laboratory services organization with longstanding ties to the Santa Clarita Valley (SCV). Over the years, IQVIA Laboratories has been instrumental in providing high-quality employment opportunities and contributing to the local economy.



## COMPANY NEED

In 2022, IQVIA Laboratories operations in Valencia had outgrown their two facilities, prompting the search for a larger location to consolidate and accommodate both. Given the highly technical nature of the laboratory testing business and with 350 specialized employees, the business had unique requirements, including mechanical and electrical engineering infrastructure, sufficient space, and a layout amenable to laboratory workflows. This new location needed to accommodate all of their current and future needs, with minimal disruption to the company's operations.



## COMPETITION

Given IQVIA Laboratories' profile and expertise, retaining IQVIA Laboratories in the Santa Clarita Valley required proactive engagement. IQVIA Laboratories needed assurance of seamless operations and reduced barriers to expanding locally. Additionally, Santa Clarita Valley Economic Development Corporation (SCVEDC) was able to help IQVIA Laboratories with their permitting, in keeping IQVIA Laboratories within the Santa Clarita Valley.



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## SOLUTION

The Santa Clarita Valley Economic Development Corporation (SCVEDC) initiated a collaborative effort to address IQVIA Laboratories' needs, working with CBRE to make a compelling case for them to stay in the Santa Clarita Valley. SCVEDC worked closely with CBRE, Los Angeles County, and the real estate brokers to identify potential sites that met IQVIA Laboratories' expansion criteria. The prime candidate was the site of the State-constructed PerkinElmer COVID test lab that opened in October 2020 but was closed in early 2022 when the contract was cancelled. The location required extensive inspections and permitting from numerous LA County agencies to bring an existing building that had never been through that process up to code. By working alongside local government agencies, brokers, and community partners, we helped streamline the planning, permitting, regulatory requirements, and approval processes to get the building ready for IQVIA Laboratories to relocate. Additionally, the SCVEDC introduced IQVIA Laboratories to community partners who could support workforce needs, reinforcing that the Santa Clarita Valley could sustain and nurture its growth as one of the most business-friendly regions in Los Angeles County.



## RESULTS

The coordinated efforts of SCVEDC, CBRE, Senator Scott Wilk's office, LA County Supervisor Kathryn Barger, and numerous Los Angeles County and State agencies were successful in securing IQVIA's commitment to the Santa Clarita Valley. IQVIA Laboratories chose to expand two locations, allowing both to be co-located in a single facility, helping to streamline operations and increase efficiencies to meet the evolving needs of biopharmaceutical customers, enabling the retention of 350 highly skilled jobs that might otherwise have been lost to the region. The new site was finalized and permitted smoothly, minimizing disruption to IQVIA Laboratories' operations and enabling a swift move. "The biopharmaceutical industry is rapidly evolving with an increasing need for innovation, efficiency, and a strong emphasis on environmental sustainability," said Josh Goldsmith, General Manager, Americas Central Laboratories. "The newly expanded Valencia facility helps IQVIA Laboratories remain at the forefront of operational excellence and environmental sustainability, delivering even greater value for customers." SCVEDC has continued to work with IQVIA Laboratories after their grand opening on various incentives and workforce development programs.

