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# Advanced R&D Procurement in Pharma<sup>2017</sup>

April 25 – 26, 2017 | **Boston, USA**

## Cultivating Sourcing Innovation to Enhance Efficiency

Align Your Procurement Practice with the Evolving R&D  
Model and Become a Value-Generating Business Partner

### 18+ Expert Speakers Include:



**Eric Shobe**, VP Global Procurement, Worldwide Research & Development (WRD) & Medical, **Pfizer Inc.**



**Akbar Alinani**, Director, Global Procurement - R&D Operations, **Bristol-Myers Squibb**



**Sean Cumbie**, Head of Procurement, Global Biotech, **AstraZeneca**



**Greg Mason**, Director, Scientific Procurement, **Sanofi Genzyme**



**James Tornos**, Senior Director Global Procurement, **Pfizer Inc.**



**Moushmi Culver**, Associate Vice President, Global Lead Research & Development Procurement, **Merck & Co., Inc.**



**Kenneth Locke**, Global Head of Procurement, Cell & Gene Therapy, **Novartis**



**Todd Reul**, Associate Director, Global Strategic Sourcing, Development Sciences, **BioMarin Pharmaceutical Inc**



**Dennis Truax**, Senior Director Procurement, Research & Development, **Eli Lilly and Company**

Very enjoyable and informative meeting. The workshops at the beginning were something new to me and I found them a very useful means of idea sharing and networking.

Boehringer Ingelheim

[advanced-procurement-in-pharma.com](http://advanced-procurement-in-pharma.com)

Tel: +1 (0) 212 537 5898 | Email: [info@hansonwade.com](mailto:info@hansonwade.com)





# Welcome to Advanced R&D Procurement in Pharma <sup>2017</sup>

## Elevate Total Value Ownership by Refining Your R&D Procurement Model and Strategy

**Advanced R&D Procurement in Pharma <sup>2017</sup>** is the only conference dedicated to the close-knitted community. With distinct challenges compared to corporate procurement, R&D Procurement leaders are facing unprecedented tasks, ranging from cost containments, to vendor sourcing to regulatory compliance.

This must-attend meeting will be the platform for like-minded senior executives to:

- Craft **R&D procurement framework** to align with R&D business needs and **ensure on-time delivery**
- Enhance efficiency through **streamlined processes** and **strengthened collaboration** with your stakeholders
- Explore **new partnership models with suppliers** for a sustainable ecosystem

From pre-clinical to clinical, the agenda is tailored to cover the R&D value chain from strategic, organizational and operational perspectives.

Take home practical tips and inspiration from your fellow colleagues to start making a change!

## Top 5 Reasons to Attend

1

**Pfizer, Alexion Pharmaceuticals** and **Merck & Co., Inc.** share how they define the evolving role and objective of R&D procurement in Pharma, and the ongoing trend

2

Maximizing the impact of Procurement for small biotech: Case study by **Agios Pharma**

3

**AstraZeneca** showcases how to embed procurement in early discovery and its benefits

4

**Sanofi Genzyme** demonstrates capital re-deployment: How to make the best use of your assets?

5

**Mallinckrodt Pharmaceuticals** talks you through excellent vendor sourcing and management steps to leverage your supplier relationship and value proposition

## Hear What Previous Attendees Have To Say:

“One of the best conferences I’ve ever attended. Thoughtfully constructed, seamlessly executed, and brilliantly innovative in both design and delivery.”

Novartis

“This conference was of outstanding value. First class presentations, great opportunity for networking and perfect logistics!”

AstraZeneca

“Outstanding and excellent presentations. Very good organization and great networking sessions!”

GSK





## Speakers



**Eric Shobe**  
VP Global  
Procurement,  
Worldwide Research  
& Development  
(WRD) & Medical  
**Pfizer Inc.**



**Akbar Alinani**  
Director, Global  
Procurement  
- R&D Operations  
**Bristol-Myers Squibb**



**Moushmi Culver**  
Associate Vice  
President, Global  
Lead Research  
& Development  
Procurement  
**Merck & Co., Inc.**



**Sean Cumbie**  
Head of Procurement,  
Global Biotech  
**AstraZeneca**



**Greg Mason**  
Director, Scientific  
Procurement  
**Sanofi Genzyme**



**James Tornos**  
Senior Director  
Global Procurement  
**Pfizer Inc.**



**Charles Mastroni**  
Associate Director,  
Global Sourcing  
Manager  
**Boehringer  
Ingelheim USA  
Corporation**



**Matthew Weinberg**  
Director of  
Procurement  
**Agios Pharmaceuticals**



**Ed Karski**  
Senior Director –  
Science & Technology  
Outsourcing, Center  
of Excellence  
**Mallinckrodt  
Pharmaceuticals**



**Kenneth Locke**  
Global Head of  
Procurement, Cell  
& Gene Therapy  
**Novartis**



**Todd Reul**  
Associate Director,  
Global Strategic  
Sourcing, Development  
Sciences  
**BioMarin  
Pharmaceutical Inc**



**Gunther Busam**  
Global Category  
Manager, Cell &  
Gene Therapy  
**Novartis**



**Dennis Truax**  
Senior Director  
Procurement,  
Research &  
Development  
**Eli Lilly and Company**



**Ahmet Karacaoglu**  
Executive Director,  
Strategic Sourcing  
& Procurement  
**Alexion  
Pharmaceuticals**



**Andrew Bowler**  
Associate Director,  
Global Strategic  
Sourcing  
**Alexion  
Pharmaceuticals**



**Gabrielle Dion**  
Sourcing Director,  
Research &  
Development  
Procurement  
**Merck & Co., Inc.**

■ The content of the conference was extremely relevant and the speakers had a pulse on key industry issues. ■

bluebird bio



# Conference Day One | Tuesday, April 25

|                                                                                                  |       |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   |                 |
|--------------------------------------------------------------------------------------------------|-------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------|
|                                                                                                  | 8.00  | Breakfast & Registration                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          |                 |
| Kenneth Locke, Global Head of Procurement, Cell & Gene Therapy, Novartis                         | 9.00  | Chair’s Opening Remarks                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           |                 |
| Best Practices of R&D Procurement                                                                |       |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   |                 |
| Eric Shobe, VP Global Procurement, Worldwide Research & Development (WRD) & Medical, Pfizer Inc. | 9.10  | Evolution of R&D Procurement in Pharma <ul style="list-style-type: none"><li>• Why greater focus on R&amp;D Procurement is business critical for Pharma</li><li>• The journey from Purchasing to R&amp;D Procurement</li><li>• Managing the ‘paradox’ between Procurement and R&amp;D goals</li><li>• Some thoughts on the future of R&amp;D Procurement</li></ul>                                                                                                                                                                                                                | Opening Address |
| Matthew Weinberg, Director of Procurement, Agios Pharmaceuticals                                 | 9.40  | R&D Procurement for Small Biotech <ul style="list-style-type: none"><li>• It’s not the privilege of big pharma – the importance of establishing procurement early</li><li>• Maximizing the impact of a small department – challenges and solutions</li><li>• Creating value and cost savings</li></ul>                                                                                                                                                                                                                                                                            |                 |
| 10.10 Speed Networking & Morning Refreshments                                                    |       |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   |                 |
| Progressive R&D Procurement Strategies – From Early Discovery to Clinical Phases                 |       |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   |                 |
| Akbar Alinani, Director, Global Procurement - R&D Operations, Bristol-Myers Squibb               | 11.40 | Cultivating an Enterprise-Wide Collaboration to Ensure a Seamless Operations: Value Beyond Savings (VBS), Innovation and Environmental Sustainability <ul style="list-style-type: none"><li>• End-to-End Supply Chain Transformation focusing on sustainability and environmental footprint reduction</li><li>• Driving value through RFID technology deployment and innovations</li><li>• Proactive sourcing to develop long-term and strategic partnerships with suppliers</li><li>• Derive a sustainable R&amp;D procurement ecosystem for additional value creation</li></ul> |                 |
| Dennis Truax, Senior Director Procurement, Research & Development, Eli Lilly and Company         | 12.10 | Procurement & Outsourcing during Clinical Development & Trial Phases <ul style="list-style-type: none"><li>• Decision considerations for selecting a full service vs. functional outsourcing model</li><li>• Role of incentives/penalties to drive aligned performance</li><li>• The facilitator role of Procurement Manager to foster relationship with key stakeholders</li></ul>                                                                                                                                                                                               |                 |
| 12.40 Lunch & Networking                                                                         |       |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   |                 |
| Todd Reul, Associate Director, Global Strategic Sourcing, BioMarin Pharmaceutical Inc            | 13.40 | Best Practices in Developing and Maintaining an Effective Clinical Outsourcing Strategy <ul style="list-style-type: none"><li>• Aligning with your company’s clinical development strategy</li><li>• Incorporating the subtleties of therapeutic areas, in particular rare disease</li><li>• Techniques to ensure outsourcing processes never limit operational progress</li><li>• Applying lessons learned to continually improve</li></ul>                                                                                                                                      |                 |



## Conference Day One | Tuesday, April 25

### Moderated by:

**Moushmi Culver**,  
Associate Vice President,  
Global Lead Research &  
Development Procurement,  
**Merck & Co., Inc.**

**Gabrielle Dion**, Sourcing  
Director, Research &  
Development Procurement,  
**Merck & Co., Inc.**

### 14.10 The Million Dollar Brainstorm: From Strategy to Actions Plan – What Does the Future of R&D Procurement Behold?

- Organizational chart and structure: Where should R&D procurement team fit compared with other outsourcing and contract management teams?
- How can R&D procurement align with corporate strategy and objectives – the current challenges and solution?
- The vision: Implementing S2P and strategic sourcing intelligence to enhance R&D innovations – is this possible?

This 30minute interactive-brainstorm-session will split audience into groups to discuss the above topics in rotation for 10mins. At the end of each topic's brainstorming, the group will need to come up with one top-tip which we will share at the end of this session.

Interactive  
Session

### 14.40 Afternoon Refreshments & Networking

**Gunther Busam**, Global  
Category Manager, Cell &  
Gene Therapy, **Novartis**

### 15.10 Category Management Excellence – The Foundation of Success

- What's the industry standard best-practices for R&D category management in light of emerging therapeutics requirements?
- How advanced category management can assist with market analysis, value sourcing risk management?
- Supplier relationship management for emerging therapeutic markets

### Moderated by:

**Kenneth Locke**, Global  
Head of Procurement, Cell  
& Gene Therapy, **Novartis**

### 15.40 Sharing Best Practices

- How do you deal with procurement for innovative therapeutics?
- Addressing the financial risks and minimizing your exposure, especially before product commercialization
- Big pharma vs. smaller biotechs – leveraging power vs. agility

Roundtable  
Discussion

### 16.10 Chair's Closing Remarks



“It was the first meeting I attended where I could talk to like-minded industry colleagues who are all open for discussions. Best ever meeting I attended.”

Definiens

“Great networking opportunities. The talks were informative and well presented. I had access to number of important KOL's.”

Ambry Genetics



## Conference Day Two | Wednesday, April 26

|                                                                                                                                                                                                                                               |              |                                                                                                                                                                                                                                                                                                                                                                                                                                    |                                                                                     |
|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------|
|                                                                                                                                                                                                                                               | <b>8.00</b>  | <b>Breakfast &amp; Registration</b>                                                                                                                                                                                                                                                                                                                                                                                                |                                                                                     |
| <b>Kenneth Locke</b> , Global Head of Procurement, Cell & Gene Therapy, <b>Novartis</b>                                                                                                                                                       | <b>9.00</b>  | <b>Chair’s Opening Remarks</b>                                                                                                                                                                                                                                                                                                                                                                                                     |                                                                                     |
| <b>Organizational Transformation and Value Proposition</b>                                                                                                                                                                                    |              |                                                                                                                                                                                                                                                                                                                                                                                                                                    |                                                                                     |
| <b>Ahmet Karacaoglu</b> , Executive Director, Strategic Sourcing & Procurement, <b>Alexion Pharmaceuticals</b><br><b>Andrew Bowler</b> , Associate Director, Global Strategic Sourcing, <b>Alexion Pharmaceuticals</b>                        | <b>9.10</b>  | <b>The R&amp;D Procurement Transformation Journey – From P2P to S2P</b> <ul style="list-style-type: none"><li>Shifting away from one-off procurement activity and tactical price negotiation</li><li>Consolidating the responsibilities of sourcing and supplier relationships into R&amp;D procurement team</li><li>Optimizing global supply chain and vendor relationship development</li></ul>                                  |  |
| <b>Moushmi Culver</b> , Associate Vice President, Global Lead Research & Development Procurement, <b>Merck &amp; Co., Inc.</b><br><b>Gabrielle Dion</b> , Sourcing Director, Research & Development Procurement, <b>Merck &amp; Co., Inc.</b> | <b>9.50</b>  | <b>A Value-Generating Partner: Overview on Merck’s R&amp;D Procurement Strategy</b> <ul style="list-style-type: none"><li>Changes within Merck’s research model and how procurement team partners with internal research organization</li><li>Supporting and optimizing research team’s external spend</li><li>The structuring and collaboration amongst teams and value drivers procurement can bring to R&amp;D</li></ul>        |                                                                                     |
| <b>Sean Cumbie</b> , Head of Procurement, Global Biotech, <b>AstraZeneca</b>                                                                                                                                                                  | <b>10.20</b> | <b>How to Embed Procurement in Early Discovery</b> <ul style="list-style-type: none"><li>Strengthening collaboration with your R&amp;D scientists for strategic sourcing</li><li>Dealing with the time and cost pressures – how e-sourcing could facilitate the scout and search?</li><li>Identifying risks and ensuring compliance of new venture partners outside your preferred corporate supplier base</li></ul>               |                                                                                     |
| <b>10.50 Morning Refreshments &amp; Networking Break</b>                                                                                                                                                                                      |              |                                                                                                                                                                                                                                                                                                                                                                                                                                    |                                                                                     |
| <b>Ed Karski</b> , Senior Director – Science & Technology Outsourcing, Center of Excellence, <b>Mallinckrodt Pharmaceuticals</b>                                                                                                              | <b>11.20</b> | <b>Vendor Sourcing and Management to Enhance Supplier Relationship and Value Proposition</b> <ul style="list-style-type: none"><li>How to reduce sourcing costs and cycle time?</li><li>Managing supplier diversity with continuous review</li><li>Setting clear objectives and KPIs for your vendor’s performance throughout contract lifecycle</li><li>Enabling efficient delivery of contracted products and services</li></ul> |                                                                                     |
| <b>James Tornos</b> , Senior Director Global Procurement, <b>Pfizer Inc</b>                                                                                                                                                                   | <b>11.50</b> | <b>Procurement’s Role in Innovative Sourcing &amp; Externalization of R&amp;D</b> <ul style="list-style-type: none"><li>The evolution of R&amp;D procurement</li><li>‘Daring to Try’ novel approaches</li></ul>                                                                                                                                                                                                                    |                                                                                     |



## Conference Day Two | Wednesday, April 26

### 12.20 Lunch & Networking

#### Driving Operational Efficiency in R&D Procurement

**Charles Mastroni**,  
Associate Director, Global  
Sourcing Manager,  
**Boehringer Ingelheim**  
**USA Corporation**

#### 13.20 The Emerging Supplier-Partnership Model

- Re-shaping the buyer/seller relationship – how does the future models look like?
- How to cultivate innovation through strategic supplier partnership in early stage of R&D?
- Discovering new pricing and contractual structure to align with business needs and demands for a mutually beneficial partnership

#### Moderated by:

**Kenneth Locke**, Global  
Head of Procurement, Cell  
& Gene Therapy, **Novartis**

#### 13.50 The Million Dollar Hot Topics RoundTable

We will collect 'hot topics' that audience wish to discuss throughout day 1 and select the top 5 for an open debate, moderated by our chair. We encourage active participation and an open dialogue amongst delegates to enhance learning experience from this conference

Interactive  
Session

### 14.20 Afternoon Refreshments & Networking

**Greg Mason**, Director,  
Scientific Procurement,  
**Sanofi Genzyme**

#### 14.40 Optimizing the Use of Your Lab Equipment Assets

- Understanding your lab equipment asset base and utilization rates
- Increasing collaboration and equipment sharing between departments
- Utilizing asset data to make better capital expenditure decisions
- Asset valuation and shelf-life extension: Redeploy your surplus assets before value depreciation

**Joined by Speakers of  
the Day**

#### 15.20 Racing Against Time – Delivering the Brief On Time and On Budget

- The ultimate objective of R&D procurement: accelerating R&D development and avoiding delays in market
- Intelligent collaboration between suppliers and researchers to leverage productivity and efficiency
- Driving cost down with a more flexible purchasing system to avoid ad hoc buying

Panel  
Discussion

#### 15.50 Chair's Closing Remarks



## About Sponsorship

### Why Sponsor

Rapid transformation is taking place in pharma's R&D procurement. With both external and internal pressures, our audience are keen on learning from experts in the following areas:

- E-Sourcing and e-Procurement platforms
- Contract risks and lifecycle management suite
- R&D procurement process transformation and change management
- Vendor sourcing and performance management tools data analytics to enable easy spend tracking and analysis

If you have a solution or product to help our community, please get in touch to discover our partnership opportunities.

### Companies Who Have Attended Hanson Wade Conferences



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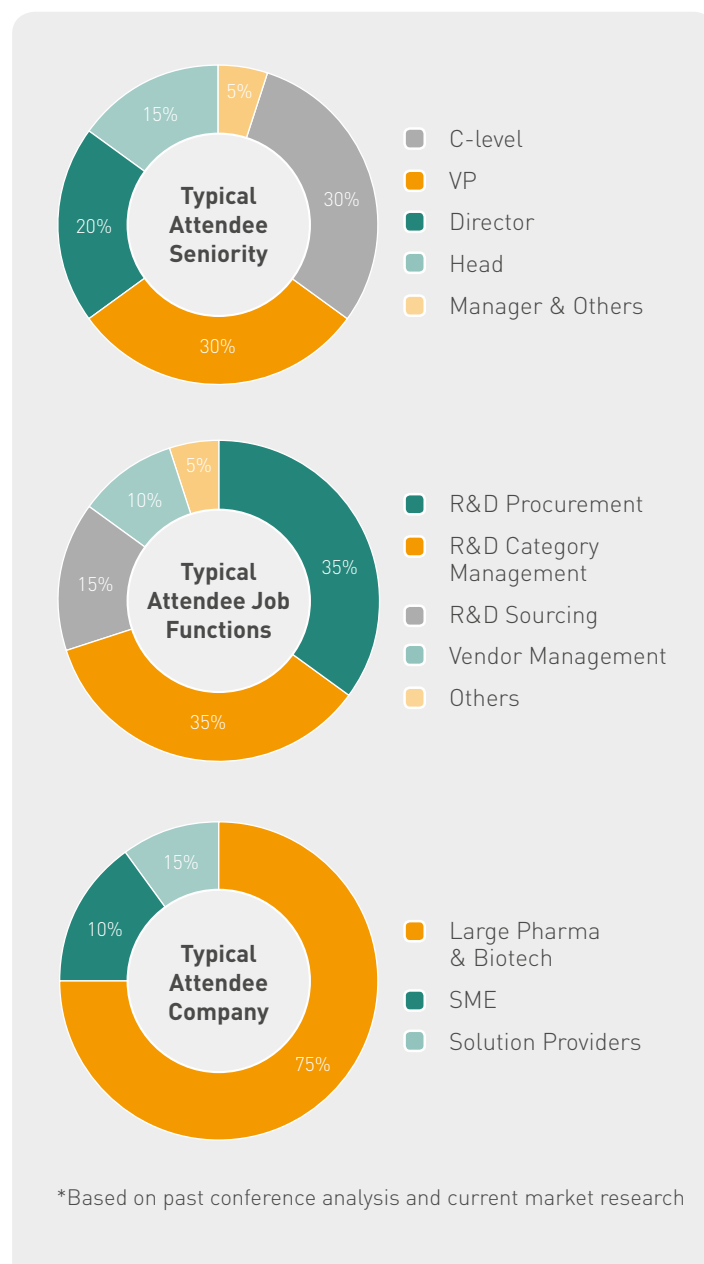
■ The difference between this event and others is that this allows us to exchange ideas with whom we share many common challenges. ■

AbbVie

■ Conference was excellent. A lot of speakers from different occupational backgrounds that shed light on different challenges faced. ■

Vertex

### You'll Meet People From...



## Get Involved

Contact

**Chris Rainger**  
Partnerships Manager

**Tel:** +1 212 537 5898

**Email:** [sponsor@hansonwade.com](mailto:sponsor@hansonwade.com)





## Pricing

### Register

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**Email:** [register@hansonwade.com](mailto:register@hansonwade.com)

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### Team Discounts\*

- **10% discount** – 3 delegates
- **15% discount** – 4 delegates
- **20% discount** – 5+ delegates

Please note that discounts are only valid when three or more delegates from one company book and pay at the same time.

**Contact:** [register@hansonwade.com](mailto:register@hansonwade.com)

### Top 3 Benefits of Attending

- 1 Transition from the transactional-focused to value-generating partner
- 2 Enhance scientific innovation and efficiency through streamlined procurement processes
- 3 Protect bottom line benefits in R&D to ensure on-time and on-budget delivery

#### Industry Pricing

|                 | Register & Pay before Friday Feb 24th | Standard Prices |
|-----------------|---------------------------------------|-----------------|
| Conference only | \$1499 <b>(save \$700)</b>            | \$2199          |

#### Solution Provider Pricing

|                 | Register & Pay before Friday Feb 24th | Standard Prices |
|-----------------|---------------------------------------|-----------------|
| Conference only | \$2199 <b>(save \$600)</b>            | \$2799          |

## Venue

### Sheraton Boston

39 Dalton St,  
Boston, MA 02199,  
USA

[www.sheratonboston.com](http://www.sheratonboston.com)



Very invigorating conference! Bringing a group of like minded people together to share common stories.

Eli Lilly

The meeting was well organized, the agenda well balanced and there was enough flexibility to engage in discussion. The networking sessions were great.

Gilead

#### TERMS & CONDITIONS

Full payment is due on registration. Cancellation and Substitution Policy: Cancellations must be received in writing. If the cancellation is received more than 14 days before the conference attendees will receive a full credit to a future conference. Cancellations received 14 days or less (including the fourteenth day) prior to the conference will be liable for the full fee. A substitution from the same organization can be made at any time.

Changes to Conference & Agenda: Hanson Wade reserves the right to postpone or cancel an event, to change the location or alter the advertised speakers. Hanson Wade is not responsible for any loss or damage or costs incurred as a result of substitution, alteration, postponement or cancellation of an event for any reason and including causes beyond its control including without limitation, acts of God, natural disasters, sabotage, accident, trade or industrial disputes, terrorism or hostilities.

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