

Challenge Ideas. Break the Mould. Build Solutions

Europe's only event for senior pharma sourcing and procurement professionals



Be inspired. Learn from:



Jean-Yves Rotté-Geoffroy
Global SVP
Procurement, Chief
Procurement Officer
GSK



Philip Duncan
Chief Procurement
Officer
Takeda



Kai Menzler
Director, Global
Procurement
Governance & Solutions
Merck



Arnaud Lemaitre
Head of
Procurement Europe
Sanofi



Dapo Ajayi
Chief Procurement
Officer
AstraZeneca



Paresh Jani
Chief Procurement
Officer
Norgine



Volker Bargon
Vice President Global
Sourcing
Lonza



Gisele Tavares,
External Alliances
Lead,
Roche



Network

Network and learn from over 200 procurement professionals over 3 value packed days. Make new contacts with your peers and develop lasting relationships that will enable you to elevate procurement inside your business.



Benchmark

Benchmark against leading Pharma organisations and debate issues the industry is split on including how best to partner with Clinical Research Organisations (CRO) and Contract Manufacturing Organisations (CMO).



Be inspired

Be inspired by 45 Pharma procurement experts, guest speakers and out-of-industry procurement leaders in the heartland of the European Pharma industry



Explore

Explore new procurement models that drive savings, reduce supplier risk, upskill your teams and lead to better stakeholder relationships in your clinical and manufacturing network.

Sponsored By:



“ProcureCon Pharma creates for a few days a great community environment for procurement leaders. It greatly helps me as CPO not only to stay connected but also to validate innovative trends and thinking with peers in my industry”

Volker Bargon

Vice President Global Sourcing
Lonza



Advisory Board

An agenda designed for the industry by the industry

Dear Colleagues,

As populations age, healthcare becomes more personalised and patients demand greater transparency and more affordable drugs it is crucial you understand how procurement can help your Pharma business differentiate and compete globally.

Our aim for ProcureCon Pharma is to provide you with a 'how to' guide to partner with your business to deliver new savings, enable supplier innovation and transform to a more digital centric organisation.

Don't miss out on a full three days jam packed with exciting and innovative content for all procurement professionals from the leading Pharma businesses.

ProcureCon Pharma really is the only senior-level, bespoke event of its kind - whether you are a CPO, VP or Team Leader operating in an early-to-late stage development business, CRO or CMO ProcureCon Pharma will equip you with new savings strategies, proven ways to harness more innovation from suppliers and lessons learned from those currently transforming to digital-centric organisations.

Following overwhelming feedback, ProcureCon Pharma is even more engaging delivering 18 interactive case studies, 8 drill down roundtable discussions and 6 discussions and debates. In addition don't miss the all new 'Ask the Expert' Masterclasses so you can solve problems faster. Use this time to discuss your personal procurement challenges 'off the record'.

ProcureCon Pharma is the only place to go to openly discuss and debate industry specific challenges for your sourcing and procurement team whilst finding real solutions to take back to your office. We look forward to sharing that experience with you in 2017.

Best wishes,

ProcureCon Pharma 2017 Advisory Board

2017 Advisory Board



Philip Duncan
Chief Procurement
Officer
Takeda



Martin Dolezel
Global Procurement
EMEA
Pfizer



Ditte Marie
Lindberg Chief
Procurement Officer
Lundbeck



Paresh Jani
Head of Global
Sourcing
Norgine



Martin Pratt
Head of Global
Procurement
Operational Excellence
AstraZeneca



Make new contacts in the global Pharma procurement community to develop your professional network.

Key Benefits

Why attending ProcureCon Pharma delivers a valuable ROI

Cutting edge content to solve your top challenges

- ✓ **Learn new cutting-edge strategies** from CPOs and VPs of procurement from top Pharma businesses including Jean-Yves Rotté-Geoffroy, Global SVP Procurement, Chief Procurement Officer, GSK, Dapo Ajayi, Chief Procurement Officer, AstraZeneca and Philip Duncan, Chief Procurement Officer, Takeda

- ✓ **Benefit from 12+ hours of interactive learning with your senior level peers** - new formats including interactive case studies, drill down roundtables, Ask the Expert masterclasses will provide you with a unique opportunity to discuss your most pressing issues face to face.

- ✓ **Benchmark with a who's who in Pharma Procurement** – find out how near or far your procurement achievements are from those of your competitors to keep pace or lead the race in gaining business.

- ✓ **Explore future procurement trends** – access experiences from Kai Menzler, Director, Global Procurement Governance & Solutions, Merck as he relates Merck's journey to becoming a digital-centric procurement organisation.

200+

Network of Pharma Procurement Professionals to Meet

50

Pharma CPOs and VPs of Procurement Onsite

45

Thought Provoking Speakers

12

Hours of Interactive Learning

8

Problem Solving Roundtable Discussions

3

Value Packed Days

1

Outstanding Professional Development Opportunity

CPO Vision

Learn how CPOs from top Pharma businesses see new paths for procurement emerging as the sector moves closer to personalised drug development and patient care over the next 10 years.



"Move to Digital" Sessions

Return to your office with a clear roadmap on how to achieve your digital capability faster and more affordably from Pharma procurement team leaders who are going through this transformation now.



CRO Panel

Ask VPs of procurement from top CROs how to take your clinical partnerships to new levels and enable you to bring new drugs to market faster and keep patients for longer.

New to ProcureCon Pharma

Business Partnering Best Practice

Attend workshops, roundtables and interactive case studies across all 3 days led by senior Pharma procurement experts to enhance business partnering in your organisation.

Ask the Expert Workshops

Identify better marketing agency to spend with, track the latest developments in the global talent market, gain insight into new supplier markets all by attending the new Ask the Expert Workshops across all 3 days.





“It is clear that after four editions of ProcureCon Pharma this is ‘the event’ for Healthcare Procurement Leaders... once again there was great content, very good speakers and a high number of senior procurement professionals in attendance... I will make sure I keep attending future events”

Alejandro Basso
Head of Procurement
Almirall

Speakers

45 Pharma Procurement Experts Speaking, Including:

Procurement Experts



Jean-Yves Rotté-Geoffroy,
Global SVP Procurement,
Chief Procurement Officer,
GSK



Dapo Ajayi,
Chief Procurement Officer,
AstraZeneca



Philip Duncan,
Chief Procurement Officer,
Takeda



Ditte Marie Lindberg,
Chief Procurement Officer,
Lundbeck



Alejandro Basso,
Chief Procurement Officer,
Almirall



Mark Hollison,
Head of Procurement,
Vertex Pharma



Peter Berthelsen,
Head of Global
Procurement Operations,
Xellia Pharmaceuticals



Allan Jensen,
Vice President Global
Sourcing,
ALK



Volker Bargon,
VP Global Sourcing,
Lonza



Kai Menzler,
Head of Procurement
Governance & Solutions,
Merck



Martin Pratt,
Head of Global
Procurement Operational
Excellence,
AstraZeneca



James Heidrich,
Global Procurement
Productivity Leader,
Smith and Nephew



Chad Trexler,
VP, Global Sourcing &
Procurement,
PAREXEL



Arnaud Lemaitre,
Head of Procurement,
Europe,
Sanofi



David McKimm,
Director Category
Excellence,
Johnson & Johnson



Karina Larsen,
Executive Director, Head
of Global Innovation
Sourcing,
Johnson & Johnson



Patrik Rojecki,
Senior Sourcing Manager,
Ferring International



Thierry Fausten,
Global Business Process
Owner Procurement,
F. Hoffmann-La Roche



Bjoern Hoffbauer,
Head of Procurement
and General Affairs,
Samsung Electronics



Beatrice Eccidio,
Head of Common Spends
and Marketing & Sales,
Sanofi



Alastair Eadie,
Procurement Director
Europe, Canada and LATAM,
BMS



Eduard Bagan,
Head, Centre of Excellence,
Risk Management,
Merck



Benny Hall,
Director Purchasing EMEA,
Getinge Group



Jan Bro Lausten,
Senior Category Manager
R&D and External Sourcing
Best Practice,
Novo Nordisk



David Wheeler,
Head of Procurement,
Global Medicines
Development,
AstraZeneca



Gisele Tavares,
External Alliances Lead,
Scientific Sourcing,
Roche



Dean Bennet,
Head of Procurement
Transformation,
Takeda



Gareth Crowder,
Senior Category Manager,
Norgine



Cristian Lienas,
Sales & Marketing Strategic
Sourcing Manager,
Global Sourcing,
Almirall

Specialists



Christian Bigsby,
Vice President - Worldwide
Real Estate and Facilities,
GlaxoSmithKline



Daniel Kagan,
Chief Operating Officer,
Scientist.Com



Sylvia Metayer,
Chief Executive Officer,
Worldwide Corporate
Services Segment,
Sodexo



Mike Straw,
Chief Executive Officer and
Managing Director,
Achieve Breakthrough



Ric Bulzis,
Senior Partner,
Achieve Breakthrough



Matthew Bardell,
Vice President, Consulting,
GEP



Julie Adrian,
European Managing
Director,
inVentiv Health
Communications



Nick Blum,
Healthcare General
Manager,
GoCatalant



Cristina Marti,
Managing Director,
Indukern Chemie AG

Guest Speaker



Cathy O'Dowd,
First Female Mountain
Climber to Scale Everest
from Two Sides

Relationship Building Best Practice – Enabling Innovation and Controlling Risk

February 28, 2017

0800 **Welcome and Registration**

0845 **Chairperson's State of the Industry Address**

Find out how the Pharma sector is evolving including the main challenges ahead and how procurement fits into the bigger picture from a senior industry expert.

0900 **CPO INTERACTIVE CASE STUDY – Bringing the Outside in: Managing risk and Innovation in a Fast-Changing Business Environment**



Jean-Yves Rotté-Geoffroy, Global Senior Vice President Procurement, Chief Procurement Officer, **GSK**

Find out how GSK global procurement is working with the business to develop a culture to recognise and manage risk and innovation. Addressing how innovation is being done at product and process levels as well as with partners and how risk is being managed in business environments including China, this interactive session offers new insights from a truly thought-provoking business leader.

- How cultural change in GSK procurement is driving new priorities around innovation
- How GSK procurement is stepping up the link between suppliers and innovation
- Lessons learned and recent experiences managing risk in China
- Emerging challenges around sourcing innovation and managing risk with start-ups

0940 **How Procurement Should Expand its Role in Enabling Supplier Innovation?**



Matthew Bardell, Vice President Consulting, **GEP**

Visit www.procurecon-healthcare.com for up-to-date information about this session

1000 **PANEL DISCUSSION – How Procurement Should Expand its Role in Enabling Supplier Innovation?**

Moderator – Volker Bargon, Vice President Global Sourcing, **Lonza**

Jean-Yves Rotté-Geoffroy, Global Senior Vice President Procurement, Chief Procurement Officer, **GSK**

Ditte Marie Lindberg, Chief Procurement Officer, **Lundbeck**

Arnaud Lemaitre, Head of Procurement, Europe, **Sanofi**

As Pharma businesses increasingly turn to Innovation as the competitive differentiator in both existing and new markets find out how senior business leaders believe procurement will play a new and exciting role during this interactive discussion. With representatives from big, medium and smaller Pharma businesses, this panel offers you a comprehensive view on a critical topic.

- Exploring how and why 'Innovation' is experiencing a renaissance in Pharma as a business-wide priority
- What is the business case and what are the metrics to use when targeting 'more innovation' through procurement?
- Examples from different Pharma businesses as they address Innovation through procurement
- When will 'Innovation' not 'Savings' be the driver for better procurement?

1045 **Break**

1125 **VP INTERVIEW – Key Lessons Learned from the Development of Trusting, Profitable Relationships with Strategic Suppliers**



Volker Bargon, Vice President Global Sourcing, **Lonza**

Discover how experienced procurement leaders approach building more profitable supplier relationships from the newly appointed VP for Global Sourcing at Lonza, a medium size Pharma business. In this frank interview Volker will share recent examples of best practice engagement and collaboration with a range of Pharma suppliers from around the world to help you identify different strategies and methods of enabling innovation exchange and managing risk.

- How to de-complex relationships with suppliers to make your business more agile
- How to engage new suppliers in building more trusting, longer lasting relationships
- How to move your supplier relationships to new levels of innovation exchange
- Metrics to use to boost supplier performance and drive profitability of relationships

1155 **Simplifying and Improving Access to Human Biosamples and Other High Risk Scientific Services and Products**



Daniel Kagan, Chief Operating Officer (COO), **Scientist.Com**

Find out how the Scientist.com marketplace simplifies access to hundreds of human biosamples and thousands of other custom research services during this session with the COO. Discover how the marketplace can be used to save time, reduce costs and access innovation as well as to ensure compliance with internal and external regulatory policies.

- Learn how to use a standard process to qualify human biosample providers
- Find and communicate with hundreds of human biosample providers
- Ensure user and supplier compliance with regulations governing human biosample acquisition
- Automatically append appropriate legal riders based on the sourcing category

1215 **INTERACTIVE CASE STUDY – Rethinking Relationships to Become More Agile and Adaptive to Change**



Arnaud Lemaitre, Head of Procurement, Europe, **Sanofi**

Find out how Sanofi's new head of procurement in Europe will interpret the business' goals into procurement strategy whilst successfully managing relationships inside and outside the business. With a new operating environment inside the group, a vision for a new vendor landscape to realise and increasing pressure to deliver on innovation whilst managing risk, Arnaud has an interesting set of challenges to tell you about in 2017.

- Sanofi Europe's role in the global procurement strategy
- Progress in the implementation of a new vertical procurement organisation at Sanofi
- How procurement is continuously realigning its strategy with changing business goals
- Incremental versus disruptive innovation – how Sanofi procurement will enable co-development of innovation with new types of suppliers

Relationship Building Best Practice – Enabling Innovation and Controlling Risk

February 28, 2017

1255 **Lunch**

'ASK THE AGENCY' LUNCH

Hosted by **Charlie Buckwell**, President EMEA, **McCann Health**

Find answers to questions you have around improving creativity, advertising & promotion, multichannel, medical communications, market access, business & brand consultancy and public health during this special lunch led by a panel of experts from McCann Health. Designed specifically for those responsible for Pharma marketing spend management, register early for one of the limited places and you can submit specific questions for the panel to address on the day.

McCANN
HEALTH

	Track A Driving Innovation	Track B Accountability and Risk	Track C Accessing Innovation
1400	INTERACTIVE CASE STUDY Rethinking the Role of Procurement in Driving the Innovation Agenda Karina Larsen O'Halloran, Executive Director, Head of Global Innovation Sourcing, Johnson & Johnson So much innovation is happening that procurement often gets confused about its role. It may be wrong to act in isolation, building trust with R&D is a critical first step but this is easier said than done. Explore different roles for procurement in enabling Innovation with J&J's leading expert on Innovation as Karina reveals the success factors required to find the right approach. • What does Innovation mean to J&J? • How J&J puts emphasis on supplier enabled innovation • How to engage your R&D partners in designing and engineering Innovation • Knowing what good looks like to start achieving excellence in Innovation	INTERACTIVE CASE STUDY How Procurement is Improving Savings Accountability through the New Zero-Based Budget (ZBB) Initiative Cristian Lienas, Sales & Marketing Strategic Sourcing Manager, Global Sourcing, Almirall Visit www.procurecon-healthcare.com for up-to-date information about this session	1400 - 1520 How to Gain Privileged Access to Supplier Innovation Thierry Fausten, Global Business Process Owner Procurement, F. Hoffmann-La Roche Join 20 of your peers for this highly interactive workshop so you can gain more privileged access to supplier innovation and improve your business' competitiveness as a result. Drawing on 20+ years' experience Thierry will mix proven methods to win more innovation from suppliers with real-life scenarios in which you can test your own approach against different industry benchmarks. • Knowing your supplier ecosystem • What motivates suppliers to share innovation? • Understanding the levers for innovation • Tackling the idea that innovation comes at a premium
1440	INTERACTIVE CASE STUDY Innovative Ways to Engage Suppliers in a 'Should-Cost' Approach to Co-Deliver Savings to Your Business Patrik Rojecki, Senior Sourcing Manager, Strategy and Business Performance, Global Pharmaceutical Research and Development, Ferring Find out how to bring about synergies from cross functional teams that collaborate well. Using a recent project as an example of cross functional teamwork between Sourcing, R&D and the CRO, Patrik will outline why internal technical capability in the area is vital. He will also explain why it is so important to demonstrate the validity of the model as executed with CROs and CMOs. • How stability studies are carried out to assess the variation in quality over time of a drug substance and finished product under the influence of numerous environmental conditions • Introducing a 'should-cost' model to calculate the cost of performing analytical tests and captures cost efficiency when pooling coherent pull points in any given stability study • How a collaborative approach by sourcing managers, scientists and CROs can lead to studies that ensure steps towards analysis coincide • How to engage CMOs/CROs in multi-area analysis thus creating a powerful negotiation tool	INTERACTIVE CASE STUDY How Merck's Approach to Risk Management is Evolving to Meet Constantly Changing Business Requirements Eduard Bagan, Head, Centre of Excellence, Risk Management, Merck Find out how Eduard draws on his 20+ years' experience in sourcing to lead a relatively new Centre of Excellence for Risk Management at Merck. Learn about the organisation of the CoE, its goals and current status of projects it is overseeing. Discover how recent pilot programmes to implement risk management tools is progressing and lessons learned along the way that could save you time and challenge your thinking too. • How Merck's procurement organisation in Europe is being restructured to enable more agility • How Risk Management fits into the overall structure of the new Centres of Excellence for Supplier Management, Insights and Analytics and Sustainability • How risk assessment initiatives have led to more far-reaching risk management techniques across the procurement organisation • How risk will be anticipated, prepared for, reported and managed in the future	“Looking forward to sharing practical experiences of how Procurement truly makes a difference in an often challenging but hugely rewarding industry” Mark Hollison, Strategic Sourcing and Corporate Services Director, Vertex Pharma

1520 **Break**

Relationship Building Best Practice – Enabling Innovation and Controlling Risk

February 28, 2017

	Track A Improving Compliance	Track B Practical 'How to' Roundtable Discussions
1550	INTERACTIVE CASE STUDY – Lessons Learned Managing Large-Scale Risk Events in Europe Bjoern Hofbauer, Head of Procurement and General Affairs, Samsung Electronics With a unique product quality challenge facing the Samsung group in 2016, many new lessons were learned by the business and by procurement specifically. Find out from the procurement leader in Europe of South Korea's biggest electronics business how the business quickly adjusted and responded through its suppliers to turn the challenge into an opportunity. - How Samsung rallied to recover from product quality challenges in 2016 - The role of procurement in steering the business to a stronger position with suppliers and customers alike - Lessons learned in supplier management and supply chain transparency - How the business has changed procurement processes to anticipate and avoid future risk events	1. Smarter Integration: How to Unlock the Power of a Clinically & Commercially Engaged Patient Julie Adrian, European Managing Director, inVentiv Health Communications 2. How to Engage Your Supplier Ecosystem in Anticipating and Managing Risks as You See Them Matthew Bardell, Vice President Consulting, GEP 3. Partnering as a New Procurement Approach for the API Market: Broadening Market Intelligence, Improving Security of Supply and Co-Managing Risk Dr Cristina Marti, Managing Director, Indukern Chemie AG 4. How to Develop a Balanced Approach to Risk Management Gareth Crowder, Senior Global Category Manager, Norgine
1630	INTERACTIVE CASE STUDY – Lessons Learned from Procurements Interdependent Relationship with Compliance in a Rapidly Expanding Organisation Mark Hollison, Strategic Sourcing & Corporate Services Director, Vertex Pharmaceuticals Find out how the critical relationship between Procurement and Compliance is evolving at Vertex as it rapidly expands its footprint into new and increasingly more challenging categories / locations. The focus will be on practical examples of where the need to be compliant has driven the business in a manner that supports Procurements overall strategy and where there has been conflicting priorities. - Categories where Compliance must be 'front of mind' - Leveraging the relationship with Compliance - Scenarios – 'What would you do if' - Lessons learned from mistakes made	
1710	Chairperson's Summary Receive an overview and quick take-aways from today's sessions to share with your colleagues back in the office.	
1730	All things Swiss- Procurecon Pharma Drinks Reception Relax, unwind and network with your colleagues and peers at this special themed reception.	
1830	ProcureCon Pharma Networking Dinner Join your colleagues and peers to continue networking at one of Zurich's best restaurants.	



Join an audience of 200 senior Pharma procurement experts in 2017.

Business Partnering Best Practice – Engage, Integrate, Connect

March 1, 2017

0800 **Welcome Coffee and Networking**

0835 **Chairperson's Address**

Find out why 'Business Partnering' is becoming such a high priority for Pharma procurement organisations the world over from a senior industry expert.

0840 **GUEST OPENING PRESENTATION – How to Build Stronger Relationships under Pressure**

Cathy O'Dowd, 1st woman to climb Everest from both sides

Be inspired by Cathy O'Dowd's experiences exploring and famously climbing Everest from both sides as she shares the hardships and achievements of working in teams in the most extreme environments on Earth. An expert motivational speaker, Cathy will help you identify ways to develop stronger bonds with all your stakeholders you never thought of before.

- Why team building is the only way to climb mountains
- Visualising typical working conditions in the Himalayas
- Lessons learned developing strong teams whilst scaling Mount Everest
- How to nurture relationships to create win-win outcomes for all parties

0910 **INTERACTIVE CASE STUDY – Business Partnering – A Fundamental Part of the Procurement Value Proposition**

Dapo Ajayi, Chief Procurement Officer, AstraZeneca

David Wheeler, Head of Procurement, Global Medicines Development, AstraZeneca

Find out how AstraZeneca's global procurement organisation is incentivising and recognising business partnering as a key success factor in procurement performance measurement. Combining a strategic overview from the Chief Procurement Officer with practical 'how to' examples from outstanding procurement team members, recognised for their skills in business partnering, this interactive session will challenge you to act differently when you get back to the office.

- How do you begin to measure the activity of business partnering?
- How to get buy in from senior management to invest time and money in business partnering
- Lessons learned creating value for the business by partnering with different internal stakeholders
- 3 key steps to take to immediately improve the way you partner with your business



0930 **Breakthrough Thinking and Performance in Procurement – the Missing Piece of the Jigsaw**

Mike Straw, Chief Executive Officer and Managing Director, Achieve Breakthrough

Ric Bulzis, Senior Partner, Achieve Breakthrough

Procurement is relentlessly tasked with driving bottom line efficiency without compromising on quality or innovation. Furthermore, they are increasingly required to work dynamically with demanding and diverse stakeholders, whilst managing a decrease in their own resources. Oh, and they have to remain happy whilst doing it all!

In the face of this, the solutions on offer always seem to be the same: business partnering, outsourced transactions, SRM, new operating models, compliance and protection, re-structure, collaboration – the list goes on.

This session sheds light on the critical 'missing piece of the jigsaw' – the un-locker that can transform Procurement and truly re-invent what is possible. The next transformation in Procurement is nigh, the question is who will be its author; you or your competitors? We will provide access to the vital elements that if adopted will cause a real breakthrough in what is possible for your Procurement function and the industry at large.



1010 **CPO PANEL DISCUSSION – How to Enable the Changes Required to Integrate, Connect and Empower Procurement Inside the Business**

Moderator – Paresh Jani, Chief Procurement Officer, Norgine

Dapo Ajayi, Chief Procurement Officer, AstraZeneca

Philip Duncan, Chief Procurement Officer, Takeda

Volker Bargon, VP Global Sourcing, Lonza

With so much disruption to the global business environment today it is a constant challenge for leaders of procurement organisations to gain the strongest mandate, engage internal stakeholders early enough, access the best tools and technology whilst optimising multiple processes. Find out how to achieve a better balance for your team during this interactive discussion with senior procurement leaders from big and medium size Pharma businesses.

- What do business leaders expect from procurement today?
- How to influence successful integration of procurement inside the business
- How to develop stronger, deeper more profitable connections between procurement and internal stakeholders in the business
- Tools and systems to consider that will truly empower your global procurement organisation

1050 **Break**

Hosted by Aerotek:

Relax, unwind and network with your colleagues and peers during this special networking break hosted by our valued event sponsor Aerotek.



1140 **CPO INTERVIEW – Rethinking Procurement as the Chief Enabler of Business Partnering**

Philip Duncan, Chief Procurement Officer, Takeda

Find out how one of the most experienced procurement leaders in the Pharma sector today views business partnering, how he is overseeing a shift in focus toward greater collaboration across the business and the lessons he has learned along the way. In a frank interview-style discussion Phillip will share recent experiences and answer questions around best practice business partnering.

- Business partnering at Takeda: beginnings; current initiatives; the future
- How business partnering is changing the way procurement is valued by top management
- Tangible benefits procurement has delivered to business partners during the enterprise-wide transformation journey
- How to develop your team to become better business partners



1210 **CASE STUDY - The Natural Tension between ROI and ROP in Pharmaceutical Procurement**

Sylvia Metayer, Chief Executive Officer, Worldwide Corporate Services Segment, Sodexo

The presentation outlines the national tension between typical ROI goals and those that broach the topic of ROP (Return on Procurement). A true partnership allows the Retained Organisation to help the Client drive toward the goals of the business while tracking progress, planning the route and, and measuring the distance to the business's endgame.

- Exploring points of tension between ROI and ROP in the Pharma Industry
- Uncovering underlying motivations of the Retained Organisation and the Client and how this assists in having the ROI/ROP conversation
- Case studies that outline successes and struggles
- How to reach consensus between partners on what constitutes value and how to measure it



Business Partnering Best Practice – Engage, Integrate, Connect

March 1, 2017

1230 **CASE STUDY - Evolution of Business Partnering at BMS**

Alastair Eadie, *Head of Procurement EMEA, Bristol Myers Squibb*



Find out how top Pharma business Bristol Myers Squibb is progressing with its journey towards best practice business partnering. Looking back across the past 2 years Alastair will share how BMS has moved from process-centric procurement to value-driven relationships and greater stakeholder satisfaction. Pick up tips and advice to improve your approach from this practical hands-on session.

- Beginning the journey: dependencies, enablers, deliverables
- Challenges from the outset: low automation, global vs local transformation
- Moving from process to value focus
- Innovative initiatives: Book of Work
- Business feedback

1300 **Lunch**

LUNCH MASTERCLASS Hosted by Catalant on 'The Agile Workforce: How New Talent Models Help Pharmaceutical Companies Compete'



Led by Nick Blum, *Healthcare General Manager, Catalant*

With talent management top of the procurement leadership agenda today this is a must-attend session for all Pharma procurement team leaders. The way we work is changing. By 2020, 40% of the workforce will be engaged in some type of freelance work. We're seeing this trend move beyond services like Uber into more traditional methods of work as many of the best and brightest in business are starting to work differently. They're seeking out more flexible ways to work, and picking and choosing what they work on and when. This shift is creating an on-demand workforce that companies of all sizes can benefit from. Innovative pharmaceutical companies are starting to incorporate contingent/flexible workforce strategies as they rethink the way they structure and engage their workforce. Taking advantage of this new on-demand nature of work allows companies to be agile, efficient, and drive better outcomes by accessing the right skillset exactly when needed. This Masterclass will explore the catalysts for this shift, share detailed examples from pharmaceutical industry leaders, and discuss the role procurement plays in preparing companies for this future.

WOMEN IN PHARMA LUNCH – Skills and Competencies that Lead to Better Partnerships

Discover how women in Pharma procurement are progressing inside their respective organisations, the skills and competencies they see as crucial for men and women to take on increasingly more responsibility in the sector and key obstacles and bias to overcome. The third annual Women in Procurement Lunch will continue the increasingly popular opportunity to explore how Pharma businesses can progress beyond existing notions of diversity and team cohesion to truly transform and continuously improve. Limited places, book early to avoid disappointment.

	Track A Optimising Partnering	Track B Fostering Collaboration
1415	INTERACTIVE CASE STUDY – Exploring New Design Processes for Better Partnerships David McKimm, <i>Director of Category Excellence, Johnson & Johnson</i> Find out how structures, processes and frameworks can add significant value to your business partner relationships and the impact you can make in the business from one of J&J's top experts on the subject. • How to design and implement a new structure that leads to stronger partnerships • Best practice process redesign to provide your new relationships with great longevity • How to develop new framework agreements that deliver win-win outcomes for you and your partners • How to measure and sustain the impact of the best business partnerships	INTERACTIVE CASE STUDY - Building the Team to Successfully Deliver Procurement Growth and Business Services with Decreasing Resources Alejandro Basso, <i>Head of Procurement, Almirall</i> Every procurement leader will tell you, regardless of the industry sector, that once your business has grown substantially, sustaining the growth and keeping the team that built the growth are two of the most challenging activities there are. To find out how to anticipate this challenge, prepare for the inevitable and succeed against the odds make sure you attend this session led by Alejandro who has over 20 years delivering savings with decreasing resources. • Understanding the new operating environment • Holding on to what you gained • Rethinking your roadmap • Impact on local to global and procurement levers • How to sustain delivery of value at the highest expectations
1455	CASE STUDY – How to Manage the Impact on Business Partnering when Procurement Operating Models Change Beatrice Eccidio, <i>VP Global Procurement Common Spend, Sanofi</i> Discover how one of Sanofi's top experts on relationship management engages internal stakeholders in co-delivering value to the business. Drawing on over 20 years' experience managing strategic partnerships inside and outside the business, Beatrice will share proven tactics and lessons learned partnering with the business during times of change. • How well do you know your internal stakeholders? • When to engage with internal stakeholders to influence relationships in the long run • How to take your weakest relationships to the next level • Lessons learned building and managing internal relationships on a global scale	CASE STUDY – Where Collaboration Works; Where Collaboration Doesn't Work: Observations of a Strategic Relationship Leader Gisele Tavares, <i>External Alliances Lead, Roche</i> Passionate about building relationships, especially with CROs, Gisele will share her experiences collaborating with external partners at Roche and before. Not all her examples will be positive so you can expect to hear how collaboration goes wrong too and the lessons that have been learned as a result. At the root of the best relationships, Gisele will argue, is the need for a change of mindsets away from the transactional history of a relationship toward a progressive, collaborative future. Don't miss it! • Observations of good, bad and better collaboration between Pharma and CROs • Key elements of successful relationships that lead to longer, profitable relationships • How to go about changing mindsets away from historical transactional behaviours and results • Is procurement a help or a hindrance in the process?

Business Partnering Best Practice – Engage, Integrate, Connect

March 1, 2017

1525 **Break**

	Track A Enabling Future Partnerships	Track B Leadership Boardroom
1555	INTERACTIVE CASE STUDY – How to Work with the Business to Develop a Unified Approach to Savings and Value Creation Allan Jensen, Vice President Global Sourcing, ALK Engaging the business in continuous partnerships with procurement is perhaps the biggest challenge discussed so far. Sustaining these partnerships at local, regional and global levels adds further complexity so a unified approach is required. Find out how to unify your approach to delivering savings, creating value and sustaining partnerships from Allan during this interactive session, a well-respected proven procurement expert and no stranger to ProcureCon events in Europe. • Lessons learned sustaining partnerships inside the business • Challenges resulting from operating at regional and global levels • How to design a unified approach to delivering savings and creating value • Tools and techniques to help you track and continuously align procurement strategies with business goals	1555 - 1745 Rethinking Stakeholder Engagement for Optimal Collaboration and Value Creation For CPOs and VPs of procurement from Pharma businesses to informally discuss how to take stakeholder engagement and internal business partnerships to the next level. Invitation only there will also be a private drinks reception for attendees only. • Understanding your internal stakeholders • Matching your best procurement talent to the needs of complex categories • Engaging your internal stakeholders at the right time • Stakeholder engagement 2.0 - what will the future of business partnering look like? INVITE ONLY
1635	CPO CASE STUDY – How Should We Develop Constantly Evolving Procurement Teams to Become Better Partners to the Business? Ditte Marie Lindberg, Chief Procurement Officer, Lundbeck As younger members of procurement teams challenge CPOs to think differently about career progression in terms of pace and responsibilities, being sensitive to the needs of your team has never been more important. Learn from Ditte's experiences developing demanding young talent into first class business partners as she shares lessons learned and her vision for skills and structures required in the future. • What procurement team members coming through expect as they aim to fill leadership roles • How should procurement organisations change to facilitate this new set of expectations and demands? • Which skills are essential to train to prepare newer procurement organisations to become better partners to the business? • Where technology can play a new role in engaging and developing procurement teams in the future	“Truly one of the most beneficial procurements events. It provides the perfect environment for networking and collaboration among Sourcing professionals while showcasing some of the most innovative and progressive trends and practises” Patrik Rojecki, Senior Sourcing Manager, Ferring International
1705	INTERACTIVE CASE STUDY – Simplifying Complexity to Enable Your Business to Grow Chad Trexler, VP, Global Sourcing & Procurement, PAREXEL Find out how procurement at one of the biggest CROs helps others inside the business to succeed in creating a pool of procurement value. Often challenges the business needs to address are complex or made more complex by the business environment, simplifying this complexity nearly always leads to a quick and satisfactory result for internal stakeholders. • How the procurement organisation in Parexel is structured to engage and partner with stakeholders • How procurement is improving responsiveness when challenges arise • Key steps to implementing easier-to-use systems that simplify business processes • Stakeholder management 2.0: enablers and disruptors shaping the future of internal partnerships at Parexel	

1745 **Chairperson's Summary**

Receive an overview and quick take-aways from today's sessions to share with your colleagues back in the office.

1750 **Ice Breaker Drinks Reception**

Hosted by Bouygues ES

Relax, unwind and network with your colleagues and peers at this special event hosted by Bouygues at the Radisson Blu Hotel.

1900 **Off-Site Visit**

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Future of Pharma Procurement: Developing Better Teams, Tools and Processes

March 2, 2017

0800 **Welcome**

0850 **Chairperson's Address**

Identify the major disruptors to Pharma procurement over the next 3 years and how might impact your business from a senior industry expert.

0900 **INTERACTIVE CASE STUDY – Lessons Learned Implementing a New Digital Culture for Merck** 

Kai Menzler, Head of Procurement Governance & Solutions, **Merck**

Merck has always led on innovation in procurement and this year Kai will be communicating the latest developments in the enterprise-wide digitisation projects the business is rolling out. Exploring how demand for digitisation originated, how adoption is increasing and the tangible benefits digitisation is bringing to sourcing and procurement teams, Kai will offer both successes and lessons learned in this fascinating journey.

- Why did Merck invest in digitisation as a priority in the first place?
- Key digitisation projects being led by procurement, their impact and who they benefit
- How to influence the business culture in your organisation to embrace greater digitisation
- Where technology providers can play a crucial role in improving adoption of digital platforms and resources

0940 **CASE STUDY – Buying is Easy – Business Partnering is the Tough Stuff**

Dean Bennet, Vice President Procurement, **Takeda Pharma**



Find out how to transform your global procurement team's approach to business partnering from reactive to proactive in support of future savings and value creation targets. Using current projects at Takeda to illustrate the steps to take Dean will also draw from his 20+ years' experience in procurement to identify quick and effective ways to optimise your business partnering approach.

- Knowing when the right time is to prioritise business partnering for your business
- How to develop skills and competencies in your team to move from reactive to proactive relationships
- How to achieve a balanced approach to empower procurement without alienating stakeholders
- Business partnering 2.0 – what will internal relationships look like in 2030?

1010 **Smarter Integration: Unlocking the Power of Patient Engagement within Clinical and Commercial**



Julie Adrian, European Managing Director, **inVentiv Health Communications**

In this session, pharmaceutical, biotech and device companies will gain insight into the value of smarter patient integration. The patient voice as a strategic driver is being included much earlier in the development process than ever before - this session will explore the 'how' and 'when' for involving patients to enhance the development and delivery of innovative therapies.

- The critical shift from drug-centric to patient-relevant
- Pivotal patient touchpoints throughout clinical development and launch planning that will
- maximize both clinical and commercial outcomes
- Positive impact of integration on efficiency and commercialization

1030 **CPO PANEL DISCUSSION – How to Achieve the Right Mix of Skills, Experience and Entrepreneurialism as You Develop Your Future Procurement Team**

Moderator: Peter Berthelsen, Head of Global Procurement Operations, **Xellia Pharmaceuticals**

Kai Menzler, Head of Procurement Governance & Solutions, **Merck**

Dean Bennet, Vice President Procurement, **Takeda Pharma**

Martin Pratt, Head of Global Procurement Operational Excellence, **AstraZeneca**

Task the panel of procurement experts on how to transform your existing procurement team into higher performers, better business partners and truer entrepreneurs who add value to the business. Drawing on their own experience recruiting and developing Pharma procurement talent the panel will offer insights into how demands on Pharma procurement organisations will require new skills from future teams.

- 3 challenges all Pharma procurement teams face as they seek to develop
- How has the Pharma procurement skill set changed over the last 5 years?
- What do future Pharma procurement teams need from new people, technology and processes?
- Which barriers should procurement organisations focus on overcoming first to accelerate towards this future state?

1110 **Break**

Track A Doing More with Less	Track B Practical 'How to' Roundtable Discussions
1140 INTERACTIVE CASE STUDY – How to Sustain Future Procurement Results with Less Resources Peter Berthelsen, Head of Global Procurement Operations, Xellia Pharmaceuticals Find out how to design and embed the right culture to realise your vision of doing more with less. Peter will share lessons learned cultivating and sustaining knowledge across the procurement organisation at Xellia, mixing the right competencies and efficiently utilising all resources to ensure future results can be realised with less. • How Xellia sustains procurement value with smaller, smarter teams • How procurement teams will be developed to fully utilise all resources • How to activate distributed teams in a fully aligned global structure • How to influence the adoption of technology to help you realise your procurement vision	1. How to Prioritise and Develop the Right Mix of Skills for Your Future Pharma Procurement Team Ditte Marie Lindberg, Chief Procurement Officer, Lundbeck 2. How to Collaborate with Complex R&D Stakeholders to Co-Create Value Jan Bro Lausten, Senior Category Manager (R&D) and External Sourcing Best Practice Responsible, Novo Nordisk

Future of Pharma Procurement: Developing Better Teams, Tools and Processes

March 2, 2017

- 1220 **INTERACTIVE CASE STUDY - Future of Global Supplier Performance Management at Smith and Nephew**
James Heidrich, *Global Procurement Productivity Leader, Smith and Nephew*
 Receive the latest results from Smith and Nephew's new supplier management initiatives including implementation of a new P2P system and the approach to mixing local business needs in a global supplier management strategy. Benefit from transferable lessons from the Med Tech sector.
- Where S&N are on their global procurement journey today
 - Lessons learned implementing supplier performance
 - How procurement partnered with the business to specify the right P2P system
 - Balancing global, regional and local needs in a supplier performance programme
- 1220 **3. How to Prepare for the Impact of Digitisation on Your Pharma Procurement Organisation**
Kai Menzler, *Head of Procurement Governance & Solutions, Merck*
- 1300 **Lunch**
- 1400 **INTERACTIVE CASE STUDY - How to Move Closer to Enterprise-Wide Operational Excellence**
Martin Pratt, *Head of Global Procurement Operational Excellence, AstraZeneca*
 As you move your procurement organisation through stages of maturity and change procurement operating models in response to business requirements it is often a challenge to sustain high levels of savings and value creation. Find out how one of AstraZeneca's procurement experts is challenging his global teams to continuously improve against a background of constant change.
- How to design the right culture for operational excellence in your organisation
 - How to motivate your teams to continuously outperform previous results
 - Which processes can be simplified to enable you to operate in more agile, precise ways
 - How to identify and select the right technology that will truly enable your global procurement team to achieve operational excellence
- 1400 **INTERACTIVE CASE STUDY - Future Enablers and Disruptors to Business Partnering for Healthcare Procurement Professionals**
Benny Hall, *Director of Procurement EMEA, Getinge Group*
 Find out from a senior leader from a forward-looking medical technology group in Europe how the global procurement team is preparing for disruption to business partnering activities. Including the impact of AI, Robotics and other fast changing technologies rapidly being adopted by businesses this session will explore how business partnering is evolving and what you need to do to keep up.
- How business partnering has progressed at Getinge into a firm part of business culture today
 - Lessons learned from recent initiatives in business partnering across the Group
 - How AI, Robotics and other disruptors will change procurement organisations for Getinge
- 1520 **Break**
- 1550 **VISIONARY PANEL DISCUSSION - How to Transform to Become Even More Resourceful without Putting Patient Care at Risk**
Moderator - Benny Hall, *Director of Procurement EMEA, Getinge Group*
Alejandro Basso, *Head of Procurement, Almirall*
Peter Berthelsen, *Head of Global Procurement Operations, Xellia Pharmaceuticals*
Beatrice Eccidio, *Head of Common Spends and Marketing & Sales, Sanofi*
 As operating models and external factors constantly change it is crucial your procurement team is prepared to fully utilise limited resources while they are still available. Find out how to do more with less to sustain value delivery to your internal stakeholders even in the most intense periods of change during this interactive discussion.
- Key changes in the global Pharma market that will impact your ability to deliver value to patients
 - How to transform your procurement organisation so that it thinks and acts more resourcefully
 - How to engage your internal business partners in more long term savings and value creation
 - The role of tools and technology in enabling a more lean, agile procurement organisation in the future
- 1630 **OXFORD-STYLE DEBATE - Strategic Partnering will Always Be Impossible for Pharma Businesses and CROs**
Moderator - Martin Pratt, *Head of Global Procurement Operational Excellence, AstraZeneca*
Chad Trexler, *VP, Global Sourcing & Procurement, PAREXEL*
Gisele Tavares, *External Alliances Lead, Roche*
 Get involved in the debate to vote whether you think Pharma and CROs can effectively partner together or not then have your position challenged by arguments from CRO and Pharma procurement experts in turn. One of the biggest unanswered questions at the conference this debate will provoke new thinking on the subject.
- Your vote - yes or no to the motion
 - Pharma and CROs can do strategic partnering, small changes just need to be made
 - Pharma and CROs will never be able to strategically partner, there is simply not enough trust
 - Counter arguments
 - Final vote - did the debate change the way you think?
- 1710 **Chairperson's Summary**
 Receive an overview and quick take-aways from today's sessions to share with your colleagues back in the office.
- 1715 **End of Conference**
 Thanks and see you in 2018!

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“...definitely one of the most useful, interesting events I've ever been to – organized to a very high standard with excellent networking opportunities...”

Chad Trexler

Vice President Procurement

Parexel



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The Agile Workforce:

How New Talent Models Help Pharmaceutical Companies Compete

In a global PWC survey, biopharmaceutical CEOs identified talent gaps as the second-biggest threat to their growth strategies. Just as these companies shifted from winning with the best scientists to winning through the best partnerships, an analogous shift is taking place with how they view talent. Decades ago, biopharmaceutical leaders recognized that to further discovery, development, manufacturing, and even sales, they needed to find the right external contract partners. Innovators in the industry are now applying a similar mentality to business talent management, looking externally and working differently to stay agile in an ever-competitive market.

Old Models Are Giving Way

The way we work is changing. There has been a steady shift from a 'one job for life' mentality, to a more fluid approach to work prioritizing flexibility and balance in the workplace over company loyalty. While this change is taking place, there is still a need for a highly-skilled workforce in the biopharmaceutical industry. PWC found that 60% of biopharmaceutical executives are planning to increase investment in a more skilled workforce. But how do they accomplish this as an ever increasing portion of this workforce is taking an entrepreneurial approach to their careers seeking out more flexible ways to work?

The Shift to an On-Demand Workforce

Today, a new kind of agile workforce is taking shape—and innovators in the biopharmaceutical industry are engaging these new flexible talent models by implementing contingent workforce strategies as they rethink the way they structure and engage their workforce. The talent pool itself has gone global, which increases options for those in the hiring seat. In this borderless environment, enterprises and individuals are connecting and exchanging ideas in ways that were never before possible.

Fast-moving biopharmaceutical companies are proving that a culture of collective empowerment and experimentation is absolutely critical to competing as talent models shift and change. To unleash the potential of their brands, biopharmaceutical companies are looking outward rather than inward—to a growing body of independent professionals.

To unleash the potential of their brands, biopharmaceutical companies are looking outward rather than inward—to a growing body of independent professionals.

Procurement Will Lead the New Way to Work

The talent-access platforms of the future will focus more on vetted global networks, niche expertise, and project-based/SOW work. The industry has been moving toward a more agile, on-demand workforce for a long time. Today, that shift offers greater efficiency, flexibility, and innovation to the business, as well as more freedom and satisfaction to the people doing the work.

Taking advantage of this new on-demand nature of work allows companies to be agile and efficient, driving better outcomes by accessing the right skillset exactly when needed. Procurement will need to configure policies and procedures for smoothly making independent workers core to the company's operating model. These functions need to have an informed and detailed view about how to balance speed and flexibility with traditional imperatives to mitigate risk.

To meet these challenges, procurement teams need to build strategies with talent-access partners that understand the new flexible talent market, how to minimize risk, and the kinds of people who succeed in this new landscape.

To learn more about bringing your company into this agile future visit: <https://gocatalant.com>

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