



# 4th Advanced R&D Sourcing & Procurement in Pharma

April 7 – 9, 2020 | Boston, MA

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

Register by December 13th to save \$900



Excellent opportunity to network and benchmark. The presenters shared very interesting and insightful experiences, which help to learn other's best practices as well as challenges faced.

**GSK, Past Attendee  
2019**

## From Preclinical to Clinical: Expedite Speed-to-Market & Deliver Beyond TCO through Excellent R&D Procurement



**Umar Salahuddin**  
Director,  
Research,  
Development &  
Sourcing  
**Biogen**



**Limor Glick**  
Director, Strategic  
Sourcing  
**Sunovion  
Pharmaceuticals**



**David Karakas**  
Director, Sourcing  
& Procurement  
**Bluebird Bio**



**Joe Carvalho**  
Director, Global  
Category  
Manager  
Scientific Services  
**Novartis**



**Wanlu Liu**  
Research,  
Development  
& Procurement  
Manager  
**Takeda**



**Gerard Cardillo**  
Executive Director  
**Charles River  
Labs**

### 2020 Confirmed Partners:



# WELCOME TO THE 4TH ADVANCED R&D SOURCING & PROCUREMENT IN PHARMA

## ABOUT 2020

We're very excited about the return of the **4th Advanced R&D Sourcing & Procurement in Pharma 2020!**

As the only procurement community dedicated to supporting R&D drug development programs, the 4th annual meeting will continue our dialogue from 2019.

There will be a greater focus on **sourcing and vendor management during clinical phases, helping you to bridge the gap between preclinical-clinical, manage the complexity of suppliers and leverage new technologies to accelerate speed-to-clinic and market.**

Being the interface between scientists and external suppliers, procurement's emphasis as the business partner to deliver value and help sustain an innovative pipeline, has never been more important. Elevating the 2019 theme, we will take one step further on dissecting how strategic sourcing and supplier relationship management (SRM) can make a compelling business impact beyond total cost ownership (TCO).

**Be part of this growing community where you can share your common challenges and be inspired by fellow colleagues from pharma and biotech.**

## AGENDA HIGHLIGHTS



**Joe Carvalho**, Director, Global Category Manager, **Novartis**

Will share a case study on the value added to their organisation from supplier relationship management from both a category management and business perspective. Their approaches to improving both existing and new partnerships for long-term gain



**Kris Ward**, Director, Procurement, **Orchard Therapeutics**

Will share their journey to support an increasingly complex and global business in their move from vendor to category management as a growing biotech



**David Karakas**, Director, Sourcing & Procurement, **Bluebird Bio**

Will discuss the procurement challenges related to sourcing for rare disease and emerging therapies



**Aaron Nolan**, Consultant, **Eli Lilly and Company**

Will give a case study on supplier spend analytics for clinical trials for innovative supplier spend forecasting and impactful data

# EXPERT SPEAKER PANEL



**Aaron Nolan**  
Consultant  
**Eli Lilly and Company**



**David Karakas**  
Director, Sourcing & Procurement  
**Bluebird Bio**



**Rinaldo Dorman**  
Procurement Lead  
**Cerevel**



**Andrew Wolfe**  
CEO  
**Wolfe Procurement**



**Gerard Cardillo**  
Executive Director  
**Charles River Labs**



**Umar Salahuddin**  
Director, Research, Development & Sourcing  
**Biogen**



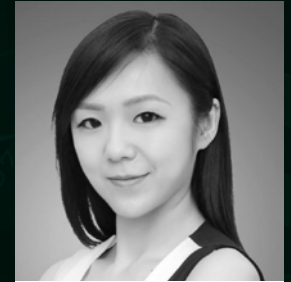
**Penelope Przekop**  
CEO  
**PDC Pharma Strategy**



**Limor Glick**  
Director, Strategic Sourcing  
**Sunovion Pharmaceuticals**



**Anca Copaescu**  
Founder & CEO  
**Strategikon Pharma**



**Wanlu Liu**  
Global Lead Sourcing Manager  
**Takeda**



**Kris Ward**  
Director, Procurement  
**Orchard Therapeutics**



**Joe Carvalho**  
Director, Global Category Manager Scientific Services  
**Novartis**



**Thierry Fausten**  
Researcher, **Canfield University**; Former Head of Procurement (NW Africa)  
**Roche**



**Karan Paruvangada**  
Strategic Sourcing Leader  
**Bill and Melinda Gates Medical Research Institution**



**Rose Prisco**  
Associate Director Clinical Procurement  
**Pacira Pharmaceuticals**



**Olivier Steinmetz**  
Head of Quality, Strategic Alliances & Third Parties in R&D  
**GSK**



**Martisse Best**  
Senior Director, Strategic Sourcing  
**IQVIA**



**Victoria Woodward**  
Procurement Professional  
**Indivior**

“The event was a good opportunity to network and benefit from a wide array of perspectives with diverse view points”

**Past attendee, Biogen**

# PRE-CONFERENCE DEEP DIVE

## Deep Dive

13.30-17.00

Tuesday, April 7th

## Supplier Relationship Management

### Deep Dive Leader:



**Andrew Wolfe**  
CEO  
Wolfe Procurement

Optimization of development time and the rise of virtual biotechs simply mean drug developers have increasingly looked at leveraging external expertise. Over recent time we have seen an increasing amount of the R&D program to be outsourced – whether it's through CRO or clinical trial services or clinical manufacturing. The complexities of sourcing the right partner(s), managing contracts and supplier performance have added new challenges to the R&D procurement function, leading to lack of focus on maintaining strong vendor relations and loss of the potential value this can unlock.

In this comprehensive end-to-end deep dive, you will explore:

- How to justify funding to set up a dedicated SRM team and the value this can add to your procurement team
- Where would this team fit within the organization and key responsibilities
- The pitfalls seen from dual rolling SRM with category management
- SRM advanced strategies and choosing between competence and compliance when selecting long-term suppliers
- Methodologies to manage this team moving forward and key KPI's

■ I found the content of this conference to be extremely relevant and it was helpful to hear about the challenges and opportunities that exist within the procurement function as well as to hear how other companies are trying to address them ■

Past attendee, Pfizer

# WORKSHOP SESSIONS

## Workshop A

07.30 – 09.00

Wednesday, April 8th

### Advancing Your R&D Category Management

#### Workshop Leaders:



**Gerard Cardillo**  
Executive Director  
Charles River Labs



**Rinaldo Dorman**  
Procurement Lead  
Cerevel

At this breakfast deep dive, you will explore how this key procurement toolbox has evolved to adapt to change. In this end-user led interactive session, Gerard and Rinaldo will leverage their own category management experience, spanning over 15 years specifically within pharma/biotech, to discuss:

- Smart category design when many vendors cut across a multitude of services
- Delve deeper into individual categories to refine your strategic sourcing strategy
- How to effectively involve category management in supplier selection

## Workshop B

07.30 – 09.00

Thursday, April 9th

### Regulatory Expectation for Vendor Oversight

#### Workshop Leader:



**Penelope Przekop**  
CEO  
PDC Pharma  
Strategy

This interactive deep dive aims to provide you with a robust and actionable understanding of the growing regulatory expectations for Pharma and Biotech companies to establish consistent, documented processes for operational oversight of their outsourced R&D activities across GxPs. Through the presentation of information and real-world examples, as well as interactive discussion, you will learn:

- Why global regulators are highly focused on vendor oversight now and their expectations
- Why consistent, ongoing, operational vendor oversight is critical to patient safety
- Why vendor qualification and QA audits are not synonymous with operational oversight
- Establishing a GxP-wide company policy and governance for vendor oversight
- Developing and documenting practical operational oversight processes
- What types of documentation will satisfy global regulators during inspections; how can companies properly document vendor oversight?

# CONFERENCE DAY ONE

## WEDNESDAY, APRIL 8, 2020

8.30 **Welcome Coffee & Registration**

### The Move from In-house to Clinical Outsourcing

9.30 **Chair's Opening Address**



**Joe Carvalho**  
Director, Global Category Manager  
**Novartis**

9.40 **The Current R&D Procurement Landscape and the Comeback of Supplier Relationship Management (SRM) in the R&D Program**

- What are the current trends within R&D procurement and sourcing including increasing dependence upon data
- What is SRM's place within Sourcing and Procurement
- What value can be added from a dedicated SRM team
- Approaches to improving both existing and new partnerships for long-term gain



**Joe Carvalho**  
Director, Global Category Manager  
**Novartis**



**Senior Representative**  
**Novartis**

10.25 **Vendor Management vs. Category Management – Orchard Therapeutics' Journey to Support an Increasingly Complex and Global Business**

- Cost vs. benefits of each approach
- Gauging current/future organizational maturity, complexity and business needs to develop your procurement roadmap
- Influencing total cost of ownership to engrain procurement as a trusted business partner



**Kris Ward**  
Director, Procurement  
**Orchard Therapeutics**

10.55 **Speed Networking & Morning Coffee**

11.55 **Discussion: Vendor Oversight and Risk Management Approaches Across the Pharma Industry**

- Large, mid-sized and small pharma contrast how many internal resources are dedicated to vendor oversight activities? In what function do these resources reside?
- How are sponsors interpreting the guidelines in different ways, to avoid negative inspection?
- Having transitioned from large pharma to small biotech Rinaldo Doorman from Cerevel shares the difference in vendor oversight approaches



**Umar Salahuddin**  
Director, Research, Development & Sourcing  
**Biogen**



**Rinaldo Dorman**  
Procurement Lead  
**Cerevel**



**Limor Glick**  
Director, Strategic Sourcing  
**Sunovion Pharmaceuticals**

12.30 **Developing a Road Map for Emerging Markets and Key Cultural Considerations**

- Exploring the unique set of challenges and level of risk associated with breaking into emerging markets
- Quality oversight for clinical and commercial operations in Asia
- Choosing the appropriate model: working with local suppliers or existing relationship's counterparts
- The importance of cultural considerations



**Olivier Steinmetz**  
Head of Quality, Strategic Alliances & Third Parties in R&D  
**GSK**

13.00 **Networking Lunch**

### From Spend Analytics to Driving Content

14.00 **Case Study on Supplier Spend Analytics for Clinical Trials**

- Data sources and software application
- Supplier spend history for analytics and contract negotiation
- Supplier budget monitoring and metrics
- Supplier spend forecasting to predict future challenges



**Aaron Nolan**  
Consultant  
**Eli Lilly and Company**

# CONFERENCE DAY ONE

## WEDNESDAY, APRIL 8, 2020

14.30

### Case Study: Automating and Harmonizing RFP Processes for a Phase 3 Neurodegenerative Rare Disease Clinical Trial Using Clinical Maestro™

- End the pitfalls of Excel-based budgeting and simulate clinical study budgets and operational scenarios in a few hours
- See how bid and cost driver standardization increases bidding transparency and drives down costs
- Leverage information provided in bid negotiations to help Sponsors better understand exactly what they are paying for: rates, effort and services
- Examine how the sourcing for a phase 3 study was completed in 101 fewer hours, or 84% faster than traditional sourcing tools, using Clinical Maestro



**Anca Copaescu**

Founder & CEO

**Strategikon Pharma**

15.00

### Your Voice. Participate in 1 of 3 discussions, the top 3 points from each table will be shared

**A:**

**Will collaboration for market insight on supplier cost help or hinder competition?**

**B:**

**Onshore vs offshore: What delivers the biggest total cost savings?**

**C:**

**What are your top 3 negotiation tactics for minimizing spend?**

15.45

### Afternoon Tea & Networking Break

16.45

### Contracting – Who Drives the Content

- Dissecting the best governance and processes between business, legal, procurement and compliance for airtight contracts. At what instances is a review of a standard contract needed?
- Importance of clear communication within your project team
- Procurements role in implementing training for budgeting and contracting within clinical trials



**Rose Prisco**

Associate Director Clinical Procurement

**Pacira Pharmaceuticals**

17.15

### Innovative Sourcing Approaches from the Bill and Melinda Gates Medical Research Institution



**Karan Paruvangada**

Strategic Sourcing Leader  
**Bill and Melinda Gates Medical Research Institution**

17.45

### Chair's Closing Remarks



**Joe Carvalho**

Director, Global Category Manager  
**Novartis**

18.00

### Close of Day 1

# CONFERENCE DAY TWO

## THURSDAY, APRIL 9, 2020

9.00 **Welcome Coffee**

### Strategy to Expedite Speed to Market

9.30 **Chair's Opening Remarks**



**Joe Carvalho**  
Director, Global Category Manager  
**Novartis**

9.40 **Virtual Trial Triumphs**

- The challenges and successes of a phase IV virtual trial and how to translate this model into phase III
- How to tackle patient buy-in and support site-less trials to expedite speed to market



**Martisse Best**  
Senior Director, Strategic Sourcing  
**IQVIA**

10.10 **Bridging the Gap Between Pre-Clinical and Clinical: How Early Stakeholder Engagement Aids SRM in Achieving End-to-End Business Development**

- Seeing the bigger picture: How SRM is more than simply contract management
- The importance of stakeholder relations in getting as upstream as possible and showing a united front when engaging with suppliers
- How to align your strategic approach with each stage of a contact lifecycle



**Thierry Fausten**  
Researcher, **Canfield University**; Former Head of Procurement (NW Africa)  
**Roche**

10.40 **Morning Coffee & Networking Break**

11.20 **Speaker Interview Followed by Debate: Single vs Dual vs Tri-Sourcing – How Takeda Realigned their Sourcing Strategy Post Shire Acquisition**

- Rinaldo Doorman (former Shire clinical category lead) interviews Wanlu Liu, Global lead Sourcing Manager, Takeda, on the organisational changes within Takeda post Shire acquisition

**Debate: Post M&A: How to Re-Align and Ensure Smooth Integration**

- With M&A on the rise we look at how to keep the best parts of both companies
- How to tackle “winner takes all” scenario and challenges with integration



**Wanlu Liu**  
Global lead Sourcing Manager  
**Takeda**



**Rinaldo Dorman**  
Procurement Lead  
**Cerevel**

12.00 **Networking Lunch**

13.30 **Mastermind: Forging the Next Generation of Procurement Professionals in R&D – What is the Ideal Procurement Resume?**

We will split the audience into groups of 10 and reflect on your current talent pipeline and discuss:

- Procurement requires a multitude of skills, understanding how engineers, upper management and vendors interact, how do you bring in new hires without a procurement background?
- Is it better to promote internally from those with a scientific background?
- Successful skills enhancement programs and how they can be applied to develop young talent

**Moderator:**



**Victoria Woodward**  
Procurement Professional  
**Indivior**

# CONFERENCE DAY TWO

## THURSDAY, APRIL 9, 2020

### Supporting Emerging Therapeutics

14.00 **Importance of Pre-Emptive Thinking in Procurement of NHP's for Ultimate Product Approval**

- As R&D continues to increase investment into large molecule drug products, safe, ethical and timely procurement of non-human primates has never been so important
- Challenges associated with R&D procurement for large molecule with respect to NHP's, including predicting pricing, availability, lead time to sexual maturity and how to engage the market
- How to overcome these challenges and minimize an often time-consuming barrier in getting to PoC human clinical trials



**Gerard Cardillo**  
Executive Director  
**Charles River Labs**

14.30 **Strategic Sourcing for Rare Diseases & Emerging Therapeutics**

- Challenges associated with negotiating form a small vendor pool
- How to plan for a volatile pipeline and be ready for sudden scale up



**David Karakas**  
Director, Sourcing & Procurement  
**Bluebird Bio**

15.00 **Chair's Closing Remarks**



**Joe Carvalho**  
Director, Global Category Manager  
**Novartis**

15.15 **Close of Summit**

“The conference was very well put together and well executed. Almost every talk complimented each other and aligned with the overall goal of the conference... Well-organized/-executed, enlightening, and fun”

**Past Attendee, XEO Pharma**

“Good mix of presentations and opportunities for networking/peer discussion – fruitful, insightful, inspirational”

**Past attendee, Agios**

# WHO WILL YOU MEET?



**100**  
ATTENDEES



**5+**  
HOURS OF DEDICATED  
NETWORKING



**3**  
INTERACTIVE  
WORKSHOPS

## SENIORITY



**Chief, CxO 5%**

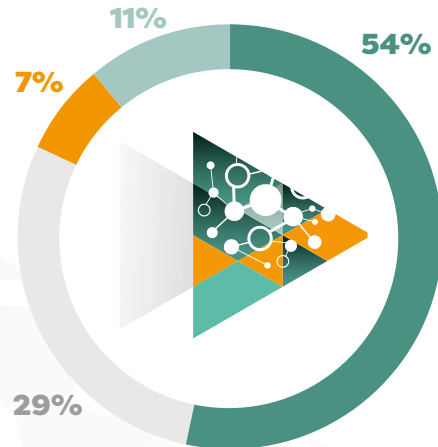
**President, VP,  
Head of 13%**

**Director 49%**

**Manager 20%**

**Other 13%**

## ATTENDEES BY SECTOR



**Pharma,  
Biotech**

**Equipment,  
Software  
and Service  
Providers**

**Engineering  
and  
Manufacturing**

**Consultant  
and Other**

\*Based on market research and previous events' statistics

It was an engaging and collaborative community that you can find a lot of useful exchange and knowledge sharing from peers!

**Director of Global R&D Procurement, Eli Lilly**

## 2019 ATTENDEES INCLUDE:

**IONIS**

**AMGEN**

**astellas**

**Biogen**

**bluebirdbio**

**Bristol-Myers Squibb**

**Lilly**

**EXELIXIS**

**GILEAD**

**gsk**

**Johnson & Johnson**

**Kite Pharma**

**Takeda**

**MERCK**

**M**  
MERCK HILLTOP

**Pfizer**

**REGENERON**

**Theravance**

# 2020 CONFIRMED PARTNERS

## Clinical Maestro – Expertise Partner

Clinical Maestro™ is an end-to-end elegant cloud-based platform to more efficiently budget, source and manage complex clinical programs. We believe that intuitive technology, complete transparency and effective communication between biopharmaceutical companies and providers will revolutionize the productivity of clinical research. For more information, please visit

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



## Scientist.com – Event Partner

Scientist.com is the world's largest enterprise marketplace for outsourced R&D services. The marketplace simplifies the entire research sourcing process, saving time and money while maintaining full compliance with an organization's procurement policies. The marketplace features 3,000+ registered suppliers offering over 4,000 research areas across multiple industries. Scientist.com operates private enterprise marketplaces for most of the world's top 25 major pharmaceutical companies, more than 40 biotechnology companies and the US National Institutes of Health (NIH).

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



## Raffles – Event Partner

Raffles provides small molecule process development and manufacturing services to the pharmaceutical industry. We deliver enabling materials, from small quantities of unique compounds to support early pre-clinical development, to large volumes of intermediates for clinical studies and commercial supply. Specialties include chiral compounds, unnatural amino acids, and sulphur containing molecules. Raffles operates 40,000 sq. ft of modern, well-equipped facilities across two sites in Guangdong, China, and a business development and technical support function in Philadelphia.

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



## Molport – Event Partner

MolPort is a B2B marketplace for research chemical compounds used by major pharmaceutical companies, universities and biotech companies. The platform lists over 7 million unique chemical compounds from over 60 suppliers. Data for most products listed on the MolPort platform is daily synchronized with supplier inventory systems, making sourcing more reliable and quicker. MolPort is more than a software platform. Our value-added services include: Consolidated shipments; Sample re-weighing and reformatting; Customs clearance of shipments

[www.molport.com/shop/about-us](http://www.molport.com/shop/about-us)



## BECOME A COMMERCIAL PARTNER

**Our audience is actively seeking help from external partners to revitalize their R&D procurement practice within preclinical and clinical phases.**

With 67% of our audience being VP/ Director-level above, they are also keen on evaluating and meeting leading solution providers to partner with them at this meeting.

If you can help them better manage spend, SRM, virtual clinical trials, we'd love to hear from you and discuss how to position your organization as the thought leader in front of 100+ key decision makers at this unique summit.

## LET'S TALK



**Matt Ashman**  
Partnerships Director  
[sponsor@hansonwade.com](mailto:sponsor@hansonwade.com)  
+1 617 455 4188

# READY TO REGISTER?

## 3 EASY WAYS TO BOOK



Tel: +1617 455 4188



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



Web: [www.advanced-procurement-in-pharma.com/take-part/register/](http://www.advanced-procurement-in-pharma.com/take-part/register/)

### Team Discounts

**10% discount – 3 delegates**

**15% discount – 4 delegates**

**20% discount – 5 or more delegates**

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

## Secure Your Place

| Industry Pricing (pharma + academics)                         | Register & Pay Before Friday 13 December - <b>SAVE up to \$900</b> | Standard Pricing |
|---------------------------------------------------------------|--------------------------------------------------------------------|------------------|
| Conference Only                                               | \$1,899                                                            | \$2,499          |
| Conference + Either the deep dive or workshops A&B            | \$2,198                                                            | \$2,948          |
| Conference + Both the deep dive & workshops A&B (full access) | \$2,497                                                            | \$3,397          |
| Deep Dive or Workshops Only                                   | \$399                                                              | \$549            |

Deep dive = the pre-conference day | Workshops = both breakfast sessions\*

| Solution Provider Pricing                                     | Register & Pay Before Friday 13 December - <b>SAVE up to \$900</b> | Standard Pricing |
|---------------------------------------------------------------|--------------------------------------------------------------------|------------------|
| Conference Only                                               | \$2,499                                                            | \$3,099          |
| Conference + Either the deep dive or workshops A&B            | \$2,898                                                            | \$3,648          |
| Conference + Both the deep dive & workshops A&B (full access) | \$3,297                                                            | \$4,197          |
| Deep Dive or Workshops Only                                   | \$499                                                              | \$649            |

\*If you wish to book a singular workshop please get in touch

## VENUE

The Colonnade Hotel,  
120 Huntington Ave,  
Boston, MA 02116

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

### 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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