

PCMG CALENDAR

**Oct 4th+5th 2016**

**OUTSOURCING  
ESSENTIALS**

Key Skills Training  
Course.  
Basel, Switzerland.

**Oct 6th 2016**

PCMG Workshop:  
**FINANCIAL ASPECTS  
OF OUTSOURCING**

Basel, Switzerland  
Sponsored by:  
**MEDIDATA**

**Oct 26th 2016**

PCMG Workshop:  
**MEASURING  
SUPPLIER  
RELATIONSHIPS &  
PERFORMANCE**

Blue Bell PA **USA**  
Sponsored by:  
**PRA**

**Nov 16+17**

**PCT Vienna**

[www.lifesciences.knect365.com/pct-europe/](http://www.lifesciences.knect365.com/pct-europe/)

**Feb 2nd 2017**

PCMG Workshop  
(+ AGM):

**INSOURCING OUT-  
SOURCING**

Hiring-in expertise or  
poachers becoming  
gamekeepers?  
Sponsored by:  
**PRA**

## PCMG ROMA 'Inspiring' ...'Interactive' ...'Inclusive'..

How do we follow that?

Congratulations to the Steering Committee and our thanks to the speakers and everyone who contributed to making this year's Annual Conference another success. There's not enough space to list all the feedback, but, once again, we will harness the power of the delegates to design 2017's event.

All attendees were sent details for accessing the presentations, but over the page we provide a sample of highlights and key takeaways from the two days in case you couldn't be there.....



David Venter: 10 lessons in conflict resolution and reconciliation from Nelson Mandela

## New to outsourcing? DON'T *STRAIN* ...Train!



PCMG Outsourcing Essentials key skills training course

follows 2015's highly praised course.

Two days of experience-based content, delivered by industry leaders to provide a solid foundation to best manage the high-pressure demands of clinical

outsourcing, from study feasibility through to oversight and governance frameworks.

At only £600+VAT for members (£700 for non-members) demand will be high so contact PCMG now!



## **BUDGET MANAGEMENT:** **Outsourcing responsibilities don't finish at the study award....**

Want to extend essentials training with in-depth insight into the key elements of budget setup, effective use of grids, managing change, payment schedules and more? Sign-up to the October Workshop now!

No... ..we said **BUDGET**  
*management!*

# PCMG 2016: Rome Highlights and Takeaways



## **Conflict** - Key attitudes (3 of 10)

- Change perspective
- Collapse your power to gain power
- Occupy the moral high ground

### Management takeaways

- Log and report all PM-level issues routinely
- Escalation is a failure not a solution
- End-to-end Governance - not a luncheon club

## **Transparency**

- Change WILL happen - data transparency quantifies
- Plans are guesses, not rules
- Make sure it's all in the contract at the beginning

## **Performance & Motivation:**

### Feasibility survey guidance

- Integrate feasibility and recruitment planning
- Complex surveys don't deliver meaningful answers
- Advertise early to optimize spend, not to rescue

## **Trust**

- Built over time but can be lost instantly
- Manage 'dark forces' that can derail trust
- Use an interest-based negotiation approach
- Invest in creating the working environment



## **New for 2016: Question Time & Pharma Fortunes**

Should RFP process be more transparent? Are Bid Defences effective? These and many other questions were debated, between panel members and finally voted on by the audience in PCMG Question Time:

- 80% voted for the RFP process to be more transparent
- 78% were against Fixed Price/Bonus clauses supporting transparency
- 59% felt Bid Defences fair and transparent for evaluating a vendor's capability to deliver (but 66% of the audience are from the provider side?)

The Pharma vs. Provider 'Phamilies' provided a whole new perspective between Pharma and Providers considering tricky questions such as:

If a BD person was an animal, they would be...  
The best place for a sales brochure is...  
The % amount of a proposal read by a project team is...

Want to know the answers from the audience? Go to [www.pcmg.org.uk](http://www.pcmg.org.uk)!

## **C - what we mean with PCMG?**

Effective **contract** management requires the integration of legal expertise. In 2014 we returned to PCMG's roots and launched our Legal Group PLEdGE. the team's mission was to identify opportunities for PCMG to establish best practice by defining industry standards and baseline templates.

We're delighted that this initiative has produced a broad range of tools. It's success and continuing work is due to the dedication and commitment of the regular team members from Celgene, Gilead, Eisai, Novartis, Leo, Roche, Galderma, and ProQr. New members of are always welcome, so please ask your contract management or legal team if they want to join and let us know!

**PCMG 2017 Annual  
Conference  
COPENHAGEN!**

**June 7-9**