

## PCMG Calendar

20th April 2016  
London Work-  
shop: Lessons  
Learnt .....  
or Forgotten?

Too often we fail to capture often painful lessons learnt during a study. Without systematically managing this precious information the same mistakes can be made and good ideas not included for all future practice.

Included in this one day event:

- Examples of opportunities lost
- Methodology for categorizing and recording Lessons Learnt
- Determining responsibilities
- Implementation into a continuous improvement framework

Spaces are limited, reserve yours now!

Sponsored by:



10-12 June 2016

Annual  
Conference Rome!  
(see page 2....)

## AGM report - PCMG in Robust Health. 2015 provided more value for members than ever before!

The PCMG Directors have a legal responsibility to ensure the PCMG runs effectively and viably on behalf of the membership. Despite a challenging environment, the financial foundations are in place to continue to support all the activities that make PCMG an organization run by it's members for its members making it **'The Leading Outsourcing Community'**. Make sure YOU renewed your membership to access all PCMG benefits!



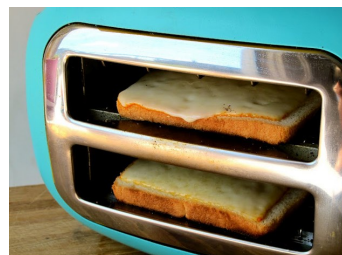
## One Size Doesn't Fit All. Corporate + 4 extra and new entry-level Associate Membership

Membership is diversifying and so have PCMG membership options. For larger companies with more offices and staff who can benefit from PCMG, four individual or 1x4 memberships earns four additional full (named) memberships.

Ideal for smaller companies such as Biotechs or for US & Asia who can't easily attend the Annual Conference, the lower-cost Associate Membership offers access to the core benefits of networking, benchmark outsourcing tools etc.

## EUREKA moment.

Frustrated with the lack of progress? Wanting to prove that a process could be done better? Got a great idea that needs a place to be nurtured and grown into a practical solution? **Fret no longer.** Bring your bright idea to the PCMG committee and we'll support your development by bringing resource and support to help move your lightbulb into a lighthouse.



**What?** You've never thought of lying the toaster sideways for grilled cheese?

## PCMG 2016: Rome. Time to Interact.

This year's annual conference program is now finalised. The interactive theme will include the proven elements of 1:2 pharma/provider ratio with inspiration from leaders inside and outside the industry. Register now to ensure your place in the forum of the year. Highlights include:

- Conflict Management - Tools to prevent destructive interaction
- Operational Transparency - Does CRO procurement deliver?
- Performance - Ensuring all teams' effectiveness
- Motivation - Can games teach us how to drive recruitment?



Opening the conference is Prof David Ventner, a world-leading expert in conflict management, including being at the sharp end of South Africa's transition to democracy. You have your marching orders.

**Registration is now open at [www.pcmg.org.uk](http://www.pcmg.org.uk)**

## Contract Execution PCMG February Workshop defines how to make them work in practice.

There were no boundaries at this highly interactive event that examined the small print of contract effectiveness. Operational reality and legal principles were put in the dock to determine essential elements including:

- *Only 10% of delegates use penalty/reward clauses*
- *RFIs/RFPs should include third party disclosure arrangements*
- *MHRA expectations of third party oversight*
- *Major differences in Third Party audit responsibilities*
- *Sponsors can delegate but never **completely transfer** responsibilities to CROs*
- *Never put KPIs into the MSA*

All the details on this and the wealth of knowledge in previous PCMG Workshops are waiting for you on [www.pcmg.org.uk](http://www.pcmg.org.uk)! Assuming, that is, that you've remembered to renew your membership?



### Outsourcing Essentials 2016

Return of the training course for new Outsourcing Managers in October. Register interest now!

### Going Global...

2015 saw PCMG's first Asia workshop in Shanghai. PCMG EU has restructured the US network and is setting up a **new Workshop in E.Coast US in October 2016.**

Do you have colleagues in the US that would be interested in participating? Watch the website for developments.....

## What's on YOUR website?

Years of expertise are at your fingertips on [www.pcmg.org.uk](http://www.pcmg.org.uk). Forgotten your login? Just contact :

[admin@pcmg.org.uk](mailto:admin@pcmg.org.uk) to enable you to access:

- Workshop Archives
- CDA template
- CTA country Database template
- Cost Grid template
- Scope of Work Template

*And many more!*

## SHARED WISDOM.....



### PCMG OWL

(Outsourcing Wisdom and Learning)

Access and support the know-how of the entire membership. Years of experience at the touch of an email. When you are stuck for a solution to an operational challenge, just send your question to [admin@pcmg.org.uk](mailto:admin@pcmg.org.uk). It will be checked to ensure no breach of confidentiality or anti-competitive element and then sent out for ideas and suggestions.