



Pharmaceutical
Contract Management Group

Annual Conference 2018

6-8 June 2018

The Grand Hotel Excelsior, Valletta, Malta



50 Shades of Outsourcing

No grey areas - The full spectrum of principles and practices that define today's outsourcing innovation and leadership

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Conference Programme*

Wednesday 6 June

From 16:00	Shuttle service from Malta airport to conference venue Running every 30 minutes <p style="text-align: right;"><i>Sponsored by Arriello Ireland Limited</i></p>
From 19:00	Registration and welcome reception The opportunity for delegates to renew established contacts across the industry as well as meeting delegates new to the PCMG family in this informal opening event. <p style="text-align: right;"><i>Sponsored by Syneos Health</i></p>

Thursday 7 June

08:00	Registration
08:30	Welcome and introduction to the conference
08:35	Review of the PCMG year What's changed, what hasn't, and what needs to for our industry? What is PCMG doing to support its members? Key trends, learnings & leanings from the PCMG Committee <i>Richard Scaife, PCMG Chairman</i> <i>Gill Roberts, PCMG Vice-Chairman</i>
08:55	Introduction to morning session
09.00	The Biotech journey from start-up to exit: The importance of outsourcing <i>Dan O'Connor, CEO – OncoSec Medical</i>
09:45	Strategic outsourcing applied in a small Biotech The pressures for a small biotech with tight budgets, timelines and commitments to investors can be intense and leave little or no room for error. A CEO faced with the challenges of strategic outsourcing and getting it right will share their experience and lessons learned working with a CRO to navigate this minefield. Having lived and breathed every moment and here to tell the tale - this is simply not to be missed! <i>Speakers being finalised</i>
10:30	Networking break <p style="text-align: right;"><i>Sponsored by Worldwide Clinical Trials</i></p>
11:15	Time, Quality, Cost - The race to faster, better & cheaper? When the demand to reduce timelines, meets the need to increase quality, meets the ever reducing budget, who wins? Our expert panel share their particular perspectives on this conundrum, including presumed wisdom, published research, practical experience and perhaps a touch of personal opinion. The panel will present three scenarios, describing their own conflicting priorities, challenging the audience to re-consider their own pre-conceptions and beliefs. Be prepared to have your mind changed. <i>Dermot Kenny, Novartis, Chris Moore & Richard Young, Veeva</i>
12:15	Achieving Operational Excellence : Are YOU competent? How do you REALLY know who has the competence to work on your clinical trials? How do you REALLY know that you are a competent outsourcing professional? Clinical Outsourcing covers an increasing range of responsibilities required to achieve clinical trial success and outsourcers come into the role from various backgrounds. PCMG have joined with IAOCR to help us professionalize the role of R&D outsourcing professionals, and to develop the PCMG OUTSOURCING ESSENTIALS training course into a 3-star accredited program. Find out about our journey . What lessons can you apply to Sponsor and CRO resource management? Change is afoot – ensure you're ready! <i>Jacqueline North & Martin Robinson - IAOCR, Antje Hindahl - PCMG Director</i>
12:45	Lunch and networking break <p style="text-align: right;"><i>Sponsored by DrugDev</i></p>

14:00	Introduction to the afternoon session
14:10	<p>Strategic choices when choosing an outsourcing model</p> <p>There are 3 fundamental issues to consider when choosing an outsourcing model: standardization, flexibility and cost. Standardization of systems and processes is the most important factor and is too often ignored by both small and large companies when deciding how to outsource clinical trial activities. Standardization can be achieved in both the Full Service and Functional Service Provider models but requires careful consideration and evaluation of the risks and benefits. After deciding on how to achieve standardization the other filters of flexibility and cost can be applied to make a final decision.</p> <p><i>Adrian Otte – Independent Consultant (formerly Amgen)</i></p>
14:50	<p>LIFE v 2.0.18 - Artificial Intelligence: Giving data life</p> <p>Can Artificial Intelligence have real application to Pharma and clinical research? Powerhouses such as IBM, Google, Apple and Microsoft, plus other specialist technology providers have been working with large Pharma to innovate data analytics, visualisation and robotics. How and when will AI deliver meaningful and insightful data in real time which will impact and improve the way we conduct clinical trials in the future? We lift the lid on AI's impact, lessons already learned and where we go from here in both theoretical, and practical, clinical outsourcing.</p> <p><i>Andrew Fried - IBM UK Limited</i></p>
15:30	<p>Networking break</p> <p style="text-align: right;"><i>Sponsored by Vitalograph</i></p>
16:15	<p>"Do good relationships facilitate project delivery?" The importance of instilling the right behaviours to build effective relationships</p> <p>From AI perfection to the spectrum of human nature. Despite the mechanization of communication and decision making, there are still humans involved at every step of the outsourcing process. Our panel put aside their preconceptions to consider how teams' behavior can produce productive or destructive relationships.</p> <p><i>Facilitator: Carl Emerson</i> <i>Christian Buhlmann – PSI CRO, Adrian Otte</i></p>
17:00	<p style="text-align: right;"><i>Sponsored by Longboat</i></p> <p>PCMG's Room 101: email CC to EVERYONE or 50-page RFI: What is YOUR pet hate?</p> <p>Join the end of day debate by helping decide what the worst practice in our outsourcing lives is and... what CAN we do to prevent it ruining our working day ever again?</p> <p><i>Graham Belgrave – Advanced Clinical</i> <i>Rob Aitchison – ONO Pharma UK</i> <i>Chris Moore – Veeva</i></p>
17.45	Close of conference day 1
From 19:30	<p>The PCMG Gala Dinner</p> <p style="text-align: right;"><i>Sponsored by Covance</i></p>

Friday 8 June

09:00	Introduction to day 2 and the morning session
09:15	<p>Keynote session: Change Survival, Management or Leadership? Mergers and Acquisitions of CROs have become a regular feature of the clinical development landscape. Our panel of industry leaders open the Panel discussion: Industry experts share their experiences and advice on how to come out on top in an ever changing world of M&A <i>Chair: Gill Roberts - Bayer</i> <i>Lewis Cameron – Chiltern International</i></p>
10.00	<p>Networking break</p> <p style="text-align: right;"><i>Sponsored by Worldwide Clinical Trials</i></p>
10:45	<p>When Freakonomics meets PCMG.....Tell me something I do not know? What idea will have the most significant impact on our business in 2020? Our three presenters will each be invited to persuade us that their chosen fact or idea will transform our industry more than any other. They will have just 10 minutes to persuade, to convince and to secure your vote. Will they argue the cause for precision medicine, genomics, global markets, breakthrough scientific advances, real world data, adaptive trials, or something else? Three presenters, one vote. <i>Dawn Anderson - Deloitte, Marie McCarthy - Icon, Andy Lawton - Risk Base Approach Ltd</i></p>
11.30	<p>How is Real World Data informing healthcare decision making? Real World Data is growing exponentially as tech innovations generate huge volumes of diverse data. How can we harness this data to generate Real World Evidence to inform decision making? How does this impact our contracts and sourcing managers? <i>Otis Johnson - VP Feasibility & Clinical Informatics, ICON</i></p>
12.15	Lunch and networking
13:15	Introduction to the final session
13:20	<p>Change orders: How to minimize the pain of this necessary evil? Has anyone figured it out yet? A view from both sides of the fence... <i>Andrew Copestake Chief Business Development Officer, TFS Limited</i> <i>Dave Webber Clinical Contracts and Finance, Gilead Sciences</i></p>
14:00	<p>Keynote session: External perspective on defining scope and managing budgets to drive transparency and build trust Applying the lessons learned from complex infrastructure projects Can looking outward help Pharma businesses achieve project success? Simon gives his thoughts on clinical trial projects and how we could apply tried and tested methods from other sectors to help us deliver. <i>Simon Taylor – COO, Th3rd Curve</i></p>
14:45	<p>Wrap up and close of conference <i>David Davies & Sandra Johnson</i></p>
15:00	<p>Coach transfers to airport</p> <p style="text-align: right;"><i>Sponsored by Arriello Ireland Limited</i></p>

Acknowledgements

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