



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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* Programme is subject to change as structure, content and timing is refined to provide best possible experience.

Conference Programme*

Wednesday 6 June

From 16:00	Shuttle service from Malta airport to conference venue Running every 30 minutes <i>Sponsored by Arriello Ireland Limited</i>
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. <i>Sponsored by</i> 

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 to be confirmed</i>
10:30	Networking break <i>Sponsored by Worldwide Clinical Trials</i>
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 panel of speakers who each share their own perspective on this conundrum, taking into account presumed wisdom, published research, personal experiences and perhaps a touch of personal opinion. The panel will present three scenario's, describing their own conflicting priorities, and challenging the audience to re-consider the own pre-conceptions and beliefs. <i>Dermot Kenny, Novartis, Chris Moore, Ernst & Young, Richard Young, Veeva</i>
12:15	Medical device studies: Entering mainstream outsourcing What pharma can learn from medical device studies <i>Speakers to be confirmed</i>
12:45	Lunch and networking break <i>Sponsored by DrugDev</i>

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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>How relevant is Artificial Intelligence to the Pharma industry and what are the potential applications in clinical research?</p> <p>Powerhouses such as Google, IBM, Apple and Microsoft, plus other specialist technology providers have been working with large Pharma to innovate data analytics, visualisation and robotics. This session will describe how AI will deliver meaningful and insightful data in real time which will impact and improve the way we conduct clinical trials in the future. Hear where Artificial Intelligence has been making an impact, the lessons learned and what the future holds, including any impacts on outsourcing.</p> <p><i>Speakers to be confirmed</i></p>
15:30	<p>Networking break</p> <p style="text-align: right;"><i>Sponsored by Vitalograph</i></p>
16:15	<p>The importance of instilling the right behaviours to build effective relationships</p> <p>Interactive, dynamic session with industry leaders commenting on the importance of good relationships in today's process-driven, mechanised world of CRO-Sponsor interaction. "Do good relationships facilitate project delivery?"</p>
17:00	<p>Room 101: Half a dozen topics that make your blood boil</p> <p>Experienced and enlightened industry luminaries will rant about aspects of outsourcing that they feel should be confined to Room 101. Will you agree or disagree?</p>
17.45	Close of conference day 1
From 19:30	The PCMG Gala Dinner

Friday 8 June

09:00	Introduction to day 2 and the morning session
09:15	<p>Keynote session: Change survival, change management or change leadership?</p> <p>Panel discussion: Industry experts share their experiences and advice on how to come out on top in an ever changing world of M&A</p> <p><i>Speakers to be confirmed</i></p>
10.00	<p>Networking break</p> <p style="text-align: right;"><i>Sponsored by Worldwide Clinical Trials</i></p>

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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 ?</p> <p>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.</p> <p><i>Speakers to be confirmed</i></p>
11.30	<p>How is Real World Data informing healthcare decision making?</p> <p>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?</p> <p><i>Speakers to be confirmed</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?</p> <p>Has anyone figured it out yet? An industry expert provides their insight...</p> <p><i>Speakers to be confirmed</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</p> <p>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.</p> <p><i>Simon Taylor – COO, Th3rd Curve</i></p>
14:45	<p>Wrap up and close of conference</p> <p><i>David Davies & Sandra Johnson</i></p>
15:00	Coach transfers to airport

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Acknowledgements

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