



Sharing the risk and realising the rewards by outsourcing clinical studies

Tuesday 2nd October

Grange Wellington Hotel, London

AGENDA

- 08.30** **Registration, tea & coffee**
- 09.00** **Welcome and introduction and review of workshop objectives**
*PCMG representative – Ms Laura Lulli, Strategic Partners & Resourcing
Strategy Manager, GSK Vaccines, S.r.l. and Ms Pia Sauer Larsen,
Outsourcing Manager, Novo Nordisk A/S*
- 09.15** **Effective relationship management in outsourced projects**
*Professor David Bryde, Director of Research & Knowledge Transfer
Liverpool Business School, Liverpool*

- The risks associated with the “agency problem” that is often present when a project has been outsourced and some practical ways to mitigate these risks based on the latest research in this area.

- 10.00** **Pricing criteria**
Mr Roger Joby, Project Management Consultant, R & NR Consulting Ltd

- Can you use fixed price contracts to share the risk?
- Are variable and fixed unit price contracts any better and what is the role of the scope of work and incentive and penalties.

- 10.45** **Refreshments**

11.15

Strategic evaluation of CROs - procurement models

Dr Dave Webber, Associate Director, Clinical Contracts and Finance, Gilead

- Are procurement models like preferred providers just a way of saving money or is there evidence that increase cooperation is reducing the risk of poor performance?

12.30

Lunch and networking

14.00

Risk sharing models

Mr Simon Taylor, Co-Founder & COO, Th3rd Curve

- Pain and Gain pricing criteria in conjunction with novel procurement processes.
- The use of innovative contracts (NEC3) encouraging transparency and better project management on both sides.
- Can we learn from the best of the rest and adapt some of these ideas in clinical research?

14.30

Refreshments

15.00

Interactive session

- A discussion on the validity of the models and the constraints that would hinder implementation and the difference between Pharma and CRO.
- Feedback from the interactive session

15.40

Meeting summary and close

This workshop is supported by the Pharmaceutical Contract Management Group