

**Sharing the risk and realising the benefits:
what is your appetite for it and how far are you prepared
to go?**

Tuesday 2nd October
Location Grange Wellington Hotel,
71 Vincent Square, London

AGENDA

08.30 **Registration, tea & coffee**

09.00 **Welcome and introduction and review of workshop objectives**
PCMG representative – Pia Sauer Larsen, Outsourcing Manager, Novo Nordisk

09.15 **Effective relationship management in outsourced projects**
Professor David Bryde

- A review of the recent research in this area including principle agent theory with case studies in clinical research and the construction industry. The development of a frame work based on the research designed to provide practical ways to improve the interaction between sponsor and suppliers.

10.00 **Pricing criteria**
Roger Joby

- A review of the various pricing criteria e.g. Fixed price, fixed unit price, fee for service. The influence of the scope of work, and penalties and incentives.

10.45 **Refreshments**

11.15 **Risk sharing models**
Simon Taylor

- Pain and gain models have been successfully used in other industries so how do they work and how can we adapt then to clinical research?

12.30 **Lunch and networking**

14.00 **Q&A on pain and gain**

➤ Vendor vs client

14.30 **Refreshments**

15.00 **Change orders**

Dave Webber

➤ This session will cover the different aspects of 'Change Orders' and the view seen from both CROs and Pharma companies.

15.40 **Meeting summary and close**

This workshop is supported by the Pharmaceutical Contract Management Group

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