

## PCMG Calendar

### 2014 Events:

- The Future of Site Agreements Workshop  
10<sup>th</sup> April, Brussels
- PCMG 10<sup>th</sup> Annual Conference  
4-6<sup>th</sup> June 2014, Lisbon Portugal
- Early Development Workshop (Phase I /IIa)  
8<sup>th</sup> October 2014, London
- January Workshop + AGM  
TBC London
- PCMG/CIPS Procurement Course Update Webcast  
March 28<sup>th</sup>

Interested participants or potential sponsors can register for future events at [www.pcmg.org.uk](http://www.pcmg.org.uk).

If you have any topics that you would like to see addressed in a future PCMG event, please email your ideas to the address below.

### **PCMG 2014 Subscriptions**

Have you done yours yet? See AGM news below!

### **CONTACT PCMG:**

TEL:  
+44 (0) 1625 664 546

E-MAIL:  
[pcm@kingstonsmith.co.uk](mailto:pcm@kingstonsmith.co.uk)

[www.pcmg.org.uk](http://www.pcmg.org.uk)

## **PCMG 2014 Annual Conference.**

### **Yesterday, Today and Tomorrow – 20 Years of PCMG**

4-6<sup>th</sup> June, Cascais Miragem Hotel, Lisbon, Portugal

What were you doing 20 years ago? In 1994, a small group of pharma managers decided it would be a good idea to share ideas and best practice for contracting with CROs. They met in London to hold the first meeting of this group and PCMG was born. It has since evolved to meet the challenges from the increasing volume and scope of outsourced clinical trial activities into today's PCMG.

This year also marks the 10<sup>th</sup> Anniversary of the first PCMG Annual Conference, and its unique format to exchange information between members and CROs – without running the gauntlet of exhibition stands!

**Online registration for members is now open:**  
[www.pcmg.org.uk](http://www.pcmg.org.uk)

### **Conference Agenda Highlights**

- How feasible are feasibility studies?
- Private Equity's opportunity to speak about their vision for CROs
- Buckle up - you think we manage risk well compared to aviation?
- Third party contracting – nobody does it better than Sponsors?

Watch out for more details  
<http://www.linkedin.com/groups/PCMG-Annual-Conference-1587117/about>



The site negotiation meeting included a working lunch on the agenda



“Where do I register for the PCMG Conference?”

## **Site Agreement Workshop April 10<sup>th</sup> 2014, Brussels.**

### **Now open for registration!**

New applications in Technology & Changing Regulations are Shaping Sponsors' Relationships with Investigative Sites. Do you fully understand implications and options for managing the 'sharp end' of clinical development outsourcing?

Either you or your delegate can register for this important workshop that will include examination of:

- Transparency and reporting
- Contracting efficiencies and tools
- Managing Investigator payments
- What's so important about Clinical Trial Insurance?

**Agenda Details are on PCMG website**

## 2014 AGM – At a Glance

**20% Increase in Workshop Attendance.**  
Improved focus on topics and content

### Financial Status remains solid

A very successful and well attended Annual Conference supplemented the member fees for 2013 which meant we can announce.....

### Annual Membership Registration Offer!

Not only have we held back the registration fee to a modest £450 (+VAT) once again, if your company registers 4 members, 2 more full memberships can be assigned **free!**

### New Committee Members

*Farewell and thanks to* Bodil, Chris, and Sam.

*Welcome to:*

Susan Tio-Gaillard (Astellas)  
Rikke Winther (Lundbeck)  
Thierry Escudier (Pierre-Fabre)

### PCMG is on Twitter!

Keep up to date on the latest developments within PCMG and our views on the latest industry news by following PCMG tweets at @PCMGorguk.



### Coming up:

**PCMG speaks at ICR Outsourcing & Oversight Forum on 29<sup>th</sup> April**

High Wycome, UK  
[www.icr-global.org](http://www.icr-global.org)

### BOS Free Attendance!

PCMG members (or deputies) have been given FREE access to the Biotech Outsourcing Strategies CMC event in Copenhagen on 12th June

<http://www.bio2bevents.com/pcmg-cmc2014>

## Contracting, Outsourcing.....Procurement?

As mentioned in the last newsletter, the January Workshop, supported by PRA, focused on the future role of 'Procurement' in Clinical Development Outsourcing. This followed the initial presentations in Budapest and included presentations including the evolving perceptions (bad cop or good cop?) and role of Procurement from PRA's Rolf Steen and Novartis' Head of Development Strategic Sourcing DSS Paula Gildert.



Lesley Matthews (Bayer) and Debbie Wallbank (CIPS) 'procure' a PCMG/CIPS launch flyer

## Right tools for the job?

Well, CIPS have plenty of experience in development and application of purchasing tools in other industries. Duncan Brock outlined methods for implementation of purchasing methodologies in the Clinical Development environment. This provided the ideal introduction for the launch of the **PCMG/CIPS Procurement Academy**.

As announced at the 2013 Annual Conference, PCMG members have selflessly been working with CIPS (Chartered Institute of Purchasing & Supply) to develop two accredited training programs tailored for Clinical Development Outsourcing. This is a major project for PCMG and reflects the committee's commitment to support the membership with 'the right tools for the job' as the interaction with providers has evolved from contracting, to outsourcing models and now procurement methodologies.

## PCMG Procurement Workshop CIPS Academy Launch - Key Points:

- PCMG membership required
- Two levels: Standard (£4,500) or Advanced (£5,700)
- Cohort size limited - 12 to 16
- Duration appx. 14 months
- Each course supported by CIPS project team

**Follow-Up Launch Webcast Scheduled March 28th - Contact PCMG for details**

## Annual General Meeting...

### .....and Beyond!

As well as reporting on a very successful 2013 for PCMG within the January Workshop's AGM session, the Committee also announced plans to accelerate core deliverables for members in 2014 including:

- Developing and publishing more standards of practice templates
- Relaunching a program of Webcasts
- Development of the Legal & Contracts Interest Group and production of specific contract management tools

## Your Balanced Scorecard Examples Are Needed!

Can balanced scorecard metrics work in practice? Help us build a PCMG standard by sending in examples of where you've succeeded where others haven't – prove the concept!