

ISPE Boston Area Chapter Presents:

Strategies to Survive the Recession: Business Partnering & Contract Manufacturing

Tuesday, April 21, 2009

The Royal Sonesta - Cambridge

5 Cambridge Parkway, Cambridge, Massachusetts 02142



**Boston Area
Chapter**
ENGINEERING
PHARMACEUTICAL
INNOVATION

PRESENTATION:

Partnering with Larger Companies

This talk looks at the complicated working relationship between smaller technology companies and larger partners. We will look at the selling process by which smaller companies can secure partners, then examine some of the issues once those deals are in place. Case studies will be reviewed where technologies were co-developed with different large partners, with different results. While no approach works for all situations and all partners, the examples will highlight strategies for success and pitfalls that can lead to failure. Attention will be paid not only to the relationship once the deal is in place, but also the elements of the deal that can prevent difficulties down the road.

SPEAKER:

Pete Latham

Co-Founder, President, BioPharm Services US



Peter has over 17 years experience in general management and 13 years in financial, strategic and business development consulting to the biotech industry. As founder and president of New Venture Advisors, Inc., and then BioPharm Services, Peter has

worked with a variety of companies, including biotech, pharmaceutical, equipment suppliers, contract manufacturers, venture capitalists, and start-up entities.

In addition, he holds a Master of Science from MIT's Sloan School of Management, has published articles in Nature Biotechnology and has chaired and presented at countless industry conferences.

PRESENTATION:

Managing Outsourced Relationships

Managing a Contract Manufacturing Organization (CMO) can be daunting. It seems no one looks forward to it. It is a long term relationship that requires communication, cooperation, consultation and trust. Then there are the hard 'deliverables'. At the end of the day, getting quality clinical drug and meeting clinical objectives are the ultimate goal. To create the best outcomes when working with CMOs, certain skill sets, work processes (project management), and ground rules are useful tools. This discussion will provide some tools for improving the outcome of working with a CMO, and assessing the overall project once it is completed.

SPEAKER:

Susan Dexter

Principal Consultant, BioPharm Services US



Susan has over 25 years experience in biotechnology business development. She has worked for Celltech, Lonza, Collaborative BioAlliance, Dow BCMS and Xcellerex – mostly contract manufacturing organizations selling services ranging from process

development through commercial manufacturing, including integrated disposable manufacturing services and products. Susan has supported multiple start-up companies performing strategic business development, M&A and technology in- and out-licensing. Susan holds a double major/honors in Immunology and Marketing from American University, Washington, D.C.

MEETING MANAGER:

Joyce Chiu, Perceptive Informatics, PAREXEL
Lee Ward, Rockwell Automation

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PROGRAM SCHEDULE:

Registration: 5:30 PM – 6:00 PM
Reception: 5:30 PM – 6:30 PM
Presentations: 6:30 PM – 8:30 PM

*A networking reception, with hors d'oeuvres, will be held **BEFORE** the presentations.*

REGISTRATION:

PRICE:	Registration by 4/14/2009	After 4/14/2009
<input type="checkbox"/> Members	\$20	\$25
<input type="checkbox"/> Non-members	\$40	\$50
<input type="checkbox"/> Student Members	\$5	\$10
<input type="checkbox"/> New Member Special –	\$30 **	

** \$30 meeting fee when you sign up for ISPE Membership (\$215) for a total of \$245
A completed membership application must be submitted with your New Member Special registration.

**** PLEASE NOTE: CANCELLATIONS RECEIVED AFTER Apr. 14, 2009 ARE SUBJECT TO BILLING ****

Name: _____ Title: _____

Company: _____ Member #: _____

Address: _____ City: _____ State: _____ Zip: _____

Tel: _____ Fax: _____ Email: _____

PAY BY CREDIT CARD: Type: Visa MasterCard AMEX

Card #: _____ Expiration Date: _____

Cardholder Name (as it appears on card): _____

Cardholder Signature: _____

Payment may be mailed to: ISPE, Boston Area Chapter, 411 Waverley Oaks Rd., Ste 331B, Waltham, MA 02452
Telephone: 781-647-ISPE (4773) ☒ Fax: 781-647-7222 ☒ Email: ispe@camihq.com

Directions to the Royal Sonesta Hotel, Cambridge:

<http://www.sonesta.com/Boston/index.cfm?fa=GettingHere.home>

Parking is available at the Sonesta Hotel for \$18.00 or the Cambridgeside Galleria Mall for \$7.00