

Evolving the Supply Chain, Together.



LogiPharma

Where Supply Chain Leaders Unite to Drive Best-in-Class Performance

September 20-22, 2016 • The Westin Princeton at Forrestal Village • Princeton, NJ

2016 Lead Sponsors:



In Partnership with:



WELCOME TO LOGIPHARMA!



Dear Colleague,

LogiPharma is now in its 15th year and is still the top resource for 300+ senior supply chain executives within the Life Science industry.

We are excited to have become a touch-point for so many of your peers and colleagues in the supply chain industry – one would even call the event a ‘reunion’ of sorts.

This year’s program is based on input provided directly from industry leaders. The program content provides an in-depth look at how your peers are innovating their supply chain processes and challenging traditional practices.

Globalization, increased competition and complex regulations are presenting a never-ending set of roadblocks for life sciences companies. Supply chain professionals must mitigate risk, drive savings, and keep customers needs met.

Come reunite with your peers! For those of you who have been with us for the last 14 years, check-in with colleagues, and measure where you were last year with where you are now. For those new to LogiPharma, build relationships within your industry that will last for over a decade to come. There will always be more than enough to talk about.

Looking forward to meeting you in Princeton this September.

The LogiPharma Team

We would like to extend a special thank you to our 2016 Advisory Board



Carl Accettura
VP & General Manager,
PharmoRx Therapeutics



Jim Kneee
Vice President Supply Chain
GTC Bio



Robert Heinrich
Sr. Traffic Administration Advisor
Novartis



Ed Ram
Director, Supplier Relations, Global
Sourcing Department
Sargent



Charles Forsaith
Director, Supply Chain Security
Purdue Pharma Technologies Inc.



Brian Johnson
Senior Director Supply Chain Security
Pfizer



Ronald Keegan
Associate Director Supply Chain
Ohm Labs Sunpharma



Michael Trocchia
Supply Chain Global Lead for Cell
Therapy Products
Novartis



Juan Fernando Forero
Sr. Director Supply Chain Leader Global
Innovation Pharma (GIP)
Pfizer



Brad Elrod
Director, Security
Pfizer



Welcome to LogiPharma!



Why LogiPharma?



Hear exclusive case studies from thought leaders at top pharmaceutical companies – that won't be presented at any other industry conferences. Don't miss out on real solutions for real problems!



Interact with your peers within the most customized and interactive agenda in the history of the conference and bring your day-to-day and big picture challenges to the table to troubleshoot with other decision makers



Change Management for the a rapidly changing healthcare environment and a rise in specialty and personalized medications. Learn how to manage the complexities of a global, temperature-controlled, segmented supply-chain



Hear from your colleagues and leaders in the field - with over 300 attendees, 50 speakers, and 125 companies you'll have a great opportunity to learn and benchmark from others facing the same challenges



THE FUN STUFF! Different themed networking activities means there's never a dull moment on-site!

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Speakers include:



- | | | | |
|---|---|---|--|
|  <p>Juan Fernando Forero
Sr. Director Supply Chain Leader
Global Innovation Pharma (GIP)
Pfizer NEW!</p> |  <p>Michael Trocchia
Supply Chain Global Lead for Cell
Therapy Products
Novartis</p> |  <p>Todd Applebaum
Vice President of Technical
Operations
OvaScience</p> |  <p>Mark Landau
Director Supply Chain Planning,
GlaxoSmithKline - R&D Business
Unit NEW!</p> |
|  <p>George Donato
Executive Director Global Supply
Operations
Iroko Pharmaceuticals NEW!</p> |  <p>Brad Elrod
Director, Global Conveyance
Security,
Pfizer</p> |  <p>Ron Bohl
Sr. Director Supply Chain
Operations
Elanco NEW!</p> |  <p>Stephan Gotthardt
Vice President Global Supply Chain
Management
Formerly Boehringer Ingelheim</p> |
|  <p>Prashant Kulkarni
VP Supply Chain
Allergan NEW!</p> |  <p>Carl Accettura
VP & General Manager,
PharmRx Therapeutics</p> |  <p>Kevin Hickman
Manager, Supply Chain
Distribution
Gilead Sciences</p> |  <p>Bala Sreenivasan
Planning & Execution Leader: Supply
Chain Management, North America
Merck</p> |
|  <p>Ed Ram
Director, Supplier Relations, Global
Sourcing Department
Sagent</p> |  <p>Paul Clayton
Former VP Supply Chain, Logistics
and IT
Former GlaxoSmithKline</p> |  <p>Michael Daly
Director Supply Chain
Valeant</p> |  <p>Syed Rahman
Head, Business Applications group
Lupin USA NEW!</p> |
|  <p>Jim Kneece
Vice President Supply Chain
GTC Bio</p> |  <p>Dev Dutta
Global Leader - Serialization and
Supply Chain Innovation
Merck NEW!</p> |  <p>Barry Blake
Vice President, Research
SCM World NEW!</p> |  <p>Dave Malenfant
Director, Center for Supply Chain
Innovation
Texas Christian University NEW!</p> |
|  <p>Prashad Patala
Vice-President & GM, Corporate
Development & Global Alliances
Orchid Pharmaceuticals NEW!</p> |  <p>Mark Wessel
Director Engineering - Global
Serialization Program Leader
Pfizer</p> |  <p>Vince Carinci
Project Director, Capital Sourcing
St. Michael's Hospital NEW!</p> |  <p>Nick Basta
Founder and Editor in Chief
Pharmaceutical Commerce NEW!</p> |
|  <p>Robert Heinrich
Sr. Traffic Administration Advisor
Novartis</p> |  <p>Rajasekhara Reddy
Vice President - Demand Planning
Glenmark Pharmaceuticals
Limited NEW!</p> |  <p>Ravi Anupindi
Professor
University of Michigan</p> |  <p>Linda Bliss
Director Supply Network Operations,
North America Region Biopharma,
Global Manufacturing & Supply
EMD Serono NEW!</p> |
|  <p>Ronald Keegan
Associate Director Supply Chain
Ohm Labs, Sunpharma (NEW!)</p> |  <p>Michele Johnson
Head ESO Procurement Americas
Novartis Business Services</p> |  <p>Marcelo Couto
Director, Global Logistics Service,
BMS</p> | |






 **Jay Sanghvi**
Senior Director
Supply Chain
Company Confidential


 **Chandra Pandey**
Supply Chain / ERP Thought
Leader
Biogen Idec

 **Jonathan Harrington**
Senior Director Global
Supply Chain
Abbott Vascular NEW!

 **Buddy Polovick**
SmartWay Transport
Partnership
**US Environmental
Protection Agency**

 **Dave Palew**
Director Supply Chain
Aurobindo Pharma NEW!

 **Brian Tarantino**
Director, Serialization
Strategy
Merck

 **Jain Aditya**
Professor, Zicklin
School of Business
Baruch College NEW!

 **Nischal Chudasama**
Group Leader Integrated
Supply Chain Operations
BMS NEW!


 **Darrell Drennan**
Head, Biologics
Immuno-Oncology
Product Strategy
BMS NEW!

 **Robin Hooker**
Director, Marketing,
Healthcare Sector
UPS


 **Stephen Maietta**
Head of Global Key
Accounts
Envirotainer

 **Patrick Sedlak**
Principal
Sedlak


 **John Danese**
Senior Director
Life Sciences
KPIT

 **Rob Brown**
Vice President
**RxCrossroads
Specialty Solutions**

 **Stefan Surpitski**
Manager, Freightwatch
Life Sciences
Sensitech

 **Brian Daleiden**
Vice President of
Industry Marketing
TraceLink

 **Stephen Meyer**
Research Director
Gartner

 **Ben VanderPlas**
CPP, Global Product
Manager
Sonoco Thermasafe

 **Allen Jacques**
VP, Pharma Supply Chain
FusionOps

 **Hussain Mooraj**
Principal/Partner
Deloitte

 **Chris Johnson**
Chief Technology Officer
LeanLogistics

 **Denise Odenkirk**
AVP, Sales
GHX

 **Stefan Hockenberger**
Managing Director
& global Lead
Track & Trace
Movilitas

 **Stephen Laaper**
Principal
**Deloitte
Consulting LLP**

 **Rob Jacoby**
Principal
**Deloitte
Consulting LLP**

**Here's
what some of the
audience had to say:**

"What really grabbed my attention at **LogiPharma** is that the conference looks at **the whole Supply Chain, not just logistics**. The event focuses on end to end components, what suppliers are doing, updates of R & D, how mergers and acquisitions and impact business and more. **LogiPharma** also brings great speakers to entice people to be more strategically involved to **make their organization work really, really well.**"

**Paul Clayton, Former VP of Supply Chain
& Logistics, GlaxoSmithKline**



Featured Sessions



End-to-End Supply Chain Visibility

Case Study: ERP Implementation as the Key to an Integrated Supply Chain



Prashant Kulkarni
VP Supply Chain
Allergan

Prashant Kulkarni works with Allergan, Inc as Director, Supply Chain Applications. He is a senior professional with over 25 years of progressive experience in Business Transformation, Project Management, Systems Engineering, Sales & Marketing and Consulting fields. Prashant's industry and consulting experience spans among Pharmaceuticals, Life sciences, Chemical, Manufacturing, and other industries including Automobile, Aerospace, Consumer Durables, Media & Entertainment, Hi-Tech and Retail. He has provided leadership on several global, full life cycle business transformation and SAP focused ERP implementation. He has also worked on large scale engineering projects and has worked on projects from various countries.



Globalization

Panel Discussion: Effectively Communicating with Vendors to Ensure Completion of KPIs and Compliance



Michele Johnson
Head ESO Procurement Americas
Novartis Business Services



Michael Trocchia
Supply Chain Global Lead for Cell Therapy Products
Novartis Tracelink



Robert Heinrich
Sr. Traffic Administration Advisor
Novartis



Brian Daleiden
Vice President of Industry Marketing
TraceLink



Network Design and Flexibility

Case Study: Utilizing Serialization and Traceability Data to Commercial Advantage



Brian Tarantino
Director, Serialization Strategy
Merck

Brian Tarantino heads Merck's Global Product Serialization Initiative, which is implementing product serialization for Merck's operations around the globe. This multi-year transformation involves nearly all internal and external packaging sites that supply Merck's markets, the realization of a global IT infrastructure, and changes to how our distribution centers operate. Brian has held this role since 2012. Prior to this position he worked in Merck's Sigma area, leading process improvement and change management in manufacturing, marketing, product development, and across most of Merck's business. He has worked in engineering and environmental and safety roles. Brian holds a Bachelor's degree in Chemical Engineering from Carnegie-Mellon University, a Masters of Business Administration from Lehigh University, and is a certified Master Black Belt in Lean and process improvement.



Temperature Control

Case Study: Innovating the Cold Chain in an Era of Zero "Acceptable Loss"



Linda Bliss
Director Supply Network Operations,
North America Region Biopharma,
Global Manufacturing & Supply
EMD Serono

Linda Bliss is the Director Supply Network Operations, North America Region Biopharma, Global Manufacturing & Supply at EMD Serono. EMD Serono recognizes the potential of specialty pharmaceuticals and patient care long ago, and have been dedicated to delivering on their promise ever since.

As one of the top five U.S. companies exclusively focused on specialty care, they see innovation as a matter of balancing science with emotion – integrating our top minds in research and development with the insights from patients and health care practitioners confronting real-world concerns.



The Difference of the LogiPharma Experience



Session Formats that Promote Interaction

Concise Keynotes, Interactive Discussion Tables, Networking Games & Activities.

BENEFIT: An agenda designed to give more content, help engage with colleagues, and work together to develop solutions.



Cocktail Receptions and Networking Activities

LogiPharma Welcome Reception, Cigars and Spirits Reception, LogiPharma Charity Challenge, Accenture VIP Think Tank and much more!

BENEFIT: Learn alongside other supply professionals and then unwind and get to know them. Facilitated network activities (and fun) assist to ensure you make new connections.



Be Certain You're Joining the Right Audience

65% of the 300+ LogiPharma audiences represent executives from biopharma and generic companies.

BENEFIT: Your peers will be in attendance and solutions can be considered under your terms.



Engage Before, During and After the Conference

The LogiPharma Mobile App features attendee profile information, agenda updates, the ability to engage other participants prior to and during the event and onsite capabilities for polling and asking question.

BENEFIT: You can learn from the people you want to, stay involved with the onsite experience and make sure your questions are heard.





Here's how Logipharma's interactive formats will help you learn more, and faster!



Keynote/Presentation: Short, sharp 20-minute case study presentations modelled after Ted Talks. Speakers avoid fluff and give you only the most pertinent takeaways you can apply to your business.



Panel: A moderated discussion on stage featuring 4-5 panelists with audience Q&A throughout. You hear multiple perspectives on some of the most important topics on the program.



Interactive Roundtable: Peer-led small group discussions with 10-15 participants per table. You gain insight into a breadth of experience and ask the questions you need answers to.



Fireside Chat: An interactive interview with an experienced thought leader.



VP Think Tank: Exclusive, by-invite-only small group discussion in a private setting on topics determined by the participants. For our most senior-level attendees to network and strategize.



Case-Study Interactive: A 20-minute audience discussion in small groups to tackle a remaining challenge/opportunity from the preceding presentation or panel.



Workshop: A one hour deep-dive into a particular topic led by a facilitator and featuring hands-on activities and/or group work.



Working Group: A facilitated large-group discussion amongst 15 – 25 people. The facilitator works with the participants to identify 5 strategies/takeaways that each person can implement at their office to solve the challenge. Communication will continue after the event for participants to reconnect and assess progress.

Who Will You Meet?

**Pharmaceutical Supply Chain VPs,
Directors and Managers responsible for:**

- Supply Chain
- Logistics
- Serialization
- Global Supply Planning
- Technical Operations
- Strategic Planning & Projects
- Analysts
- IT
- Distribution
- Inventory Management
- Supplier Relations



AGENDA AT A GLANCE



Monday Night NFL Welcome Drinks

Monday, September 19th, 2016

Main Conference Day One

Tuesday, September 20th, 2016

Customer-Centric Supply Chain Management Morning	
Paper Planes Networking Ice-Breaker	
	KEYNOTE: Creating Patient-Centric Value through the Supply Chain
	KEYNOTE: Integrated Logistics: Networked for Growth
	CASE STUDY: Simplifying Logistics Operations Through a Comprehensive Distribution Plan
	PANEL DISCUSSION: What do Customers Want from You?
	FIRESIDE CHAT: Establishing the Supply chain of the Future: How to use a Innovative Leadership to Prioritize End-to-End Supply Chain Visibility
Building a Supply Chain Contingency Plan for When Disruptions Occur	
	ROUNDTABLE DISCUSSION GROUPS
Track A: End-to-End Visibility	Track B: Temperature Control
CASE STUDY: ERP Implementation as the Key to an Integrated Supply Chain	CASE STUDY: Innovating the Cold Chain in an Era of Zero "Acceptable Loss"
Predictive and Prescriptive Analytics	Innovation Spotlight
CASE STUDY INTERACTIVE: Creating a Healthcare Value Chain Map	CASE STUDY INTERACTIVE: Specialty Pharmaceuticals and the Future of Cold Chain Technology
Value & Profitability	
STORY TELLING: CMO Relationships	
	PANEL DISCUSSION: Globalization: Preparing for Future Capacity Challenges
Beer Bucket Roundtable Discussion Groups Roundtables	
Welcome Reception in the Solutions Zone Sponsored by KPIT	
Close of Day One	

Main Conference Day Two

Wednesday, September 21st, 2016

Building Together: Day Two Ice-Breaker	
	KEYNOTE PANEL: The Future of Life Sciences Logistics: Increased Scale, Biologics & Driverless Trucks
	CASE STUDY: Voice of the Customer- Creating Value for Customers Through Effective Supply Chain Practices
	KEYNOTE: Leveraging Huge Data to Forecast Trends and Stay Ahead
	KEYNOTE: COMPLEXITY MANAGEMENT: How companies can manage business complexity to drive performance and create sustainable advantage
Network Design and Flexibility	Serialization
CASE STUDY: Creating a Profit Maximizing Supply Chain Model	CASE STUDY: Utilizing Serialization and Traceability Data to Commercial Advantage
Innovation Spotlight - GHX	Innovation Spotlight - Movilitas
CASE STUDY INTERACTIVE: Evolving Your S&OP (Sales & Operations) Planning to Combat Demand Volatility and Account for Product Life Cycles	CASE STUDY INTERACTIVE/ HEAD-TO-HEAD: The Benefits of GPS/GIS vs. RFID
Innovation Spotlight	Innovation Spotlight
	Lean Logistics
Interactive Workshops	
WORKSHOP A: Big data and the Internet of things Impact on Supply Chain	WORKSHOP B: Mid-Sized to Small Companies Supply Chain Symposium Doing More with Less: Developing Best Practices within your Budget
Transportation and Distribution	
Developing A Robust Temperature Controlled Logistics Transportation Strategy	
Innovation Spotlight- Sonoco Thermosafe: Changing the Game	
	PANEL DISCUSSION: Sourcing 3PLs Best Suited to Scale with Mid-Sized and Smaller Companies
Cigars and Spirits Reception	

Executive Think-Tank

Wednesday, September 21st, 2016:
2.05-3.25



The Executive Think-Tank is your opportunity to discuss the pressing supply chain issues you're facing alongside your peers. An agenda of topics will be developed but the main goal is to have an unscripted and candid discussion.

- 15-20 of the industry's top thought leaders to discuss the future of the pharmaceutical supply chain
- Limited to VP or Senior Director level only

Main Conference Day Three

Thursday, September 22nd, 2016

Managing Network Complexity	
	KEYNOTE: Building a Solution Provider Scorecard with 'Must Have' Metrics
	OUT OF THE BOX KEYNOTE: An Out-of-Industry Supply Chain Leader's Best Practices
	PANEL DISCUSSION: Effectively Communicating with Vendors to Ensure Completion of KPIs and Compliance
	KEYNOTE: Bridging the Transformation from Clinical to Commercial
Working Groups	
WORKSHOP #1: Regulatory Deep Dive into the Drug Supply Chain Security Act (DSCSA)	WORKSHOP #2: Highlighting new Rx product launches to ensure effective end to end product security
Close of LogiPharma 2016	



WHAT'S FUN

at Logipharma This Year

Whether you're traveling from Philadelphia, joining us from the EU, or your office is located right in Princeton, we want Logipharma to feel like a mini vacation away from the daily grind of emails, conference calls and board meetings.

Ditch the office, hit the hotel fitness center or go for a run on hotel's expansive grounds. Get ready in the peace and quiet of your hotel room, then kick off the rest of your day with a hot breakfast and compelling panel discussions. You'll spend three quality days learning from your peers, having your most pressing questions answered in real-time intimate roundtable discussions, and networking. We promise to keep the coffee flowing all day! But Logipharma doesn't have to end there. We know this crowd likes to have a good time, so we've put together three evening receptions. We'll provide the cocktails and food. All you have to do is show up and leave the car keys behind!

Here's what we have planned so far!

If you are interested in sponsoring a reception, contact Tom Ciccone at 646-200-7947 or tom.ciccone@wbresearch.com

Monday Night NFL Football Welcome Drinks

8:00pm-10:00pm

Are you ready for some football? Join us the night before the conference begins for informal introductions, NFL football games and catch some of the action alongside your fellow conference attendees!



Welcome Reception In The Solutions Zone

Celebrate the first day of the event with your peers. Join us in the solutions zone for the chance to connect with life sciences executives and kick back and relax. This is the time to network with peers and clients during one of the largest and most informative supply chain symposiums in the industry.

Sponsored by **KPIT**



Cigars & Spirits Cocktail Reception

We cordially invite you to our annual cocktail reception during the 15th Annual Logipharma. Join us in the courtyard for the chance to connect with life sciences executives and kick back and relax. Sample cigars, taste fine spirits and participate in the fun with our 2nd annual giant Jenga tournament. This is the time to network with clients during one of the largest and most informative supply chain symposiums in the industry.



7.00 **Breakfast & Registration In The Solutions Zone**

8:00 **Event Director's Welcome**
Natasia Langfelder

8.05 **Paper Planes Networking Ice-Breaker**

This unique ice-breaker gives you a chance to shoot your questions directly to your peers! Start by writing your top challenge/question on a piece of paper, fashion it into an airplane and let it fly! Whoever picks up your airplane will deliver the answer to your question before the end of the event. Pick up a fellow colleagues airplane and answer their question before the conference is over.

8.50



8:15 **Chairperson's Opening Remarks**
Hussain Mooraj
Principal/Partner
Deloitte

8.30 **KEYNOTE: Creating Patient-Centric Value through the Supply Chain**

In today's environment, personalized medicine is increasingly becoming a critical service that supply chains must be able to provide. To create a patient-centric value network, end-to-end fulfillment strategies and processes must be designed to ensure that products and services are delivered in a timely, safe and

compliant manner into different markets.

- Leveraging market segmentation in order to understand the needs of patients in diverse markets
- Coordinate with wholesalers, 3PLs and local authorities to deliver 'best in class' service
- Incorporating 'customer centricity' into your supply chain Chandra Pandey, Supply Chain / ERP Thought Leader, Biogen Idec

Chandra Pandey
Supply Chain / ERP Thought Leader
Biogen Idec

KEYNOTE: Integrated Logistics: Networked for Growth

At an intersection of growing demand, budget constraints, and increasing regulatory and product protection complexities is an evolving healthcare logistics infrastructure. While firms are mobilizing logistical preparedness for meeting global healthcare consumption rates, incremental improvements are constrained by the tyranny of the urgent. Future pains in the supply chain will need to be treated with new levels of logistics connectivity and interdependence. Robin Hooker, Director of Healthcare Marketing with UPS will provide market trends and insights around best-in-class strategies from the UPS Pain in the (Supply) Chain survey.

Robin Hooker
Director, Life Sciences
UPS

9.10



CASE-STUDY INTERACTIVE: Voice of the Customer- Creating Value for Customers Through Effective Supply Chain Practices

Listening to your customers can greatly increase efficiency and productivity. This session explores:

- Making the business case for customer centricity: how can it add value?
- How to engage other business units to integrate information all the way from customer requirements throughout the supply chain
- Communicate with internal business units integrate information all the way from customer requirements throughout the supply chain
- Engage partners through innovative technology to increase efficiencies

Dev Dutta
Global Leader - Serialization and Supply Chain Innovation
Merck

9.30



CUSTOMER PANEL DISCUSSION: What do Customers Want from You?

Cost drivers such and value-based care is forcing provider organizations to focus on leaning-in. This is having a trickle-down effect on not only the operations departments but also the pharmaceutical industry. Hear from such providers as they discuss candidly what they are expecting

from industry in an age of population health.

Nick Basta
Founder and Editor in Chief
Pharmaceutical Commerce

Vince Carinci
Project Director, Capital Sourcing
St. Michael's Hospital

10:10

Morning Networking Break in the Solutions Zone

10:50



FIRESIDE CHAT: Establishing the Supply chain of the Future: How to use a Innovative Leadership to Prioritize End-to-End Supply Chain Visibility

"It is not about improving the accuracy of the forecast and reducing the amount of uncertainty in the future, it is about eliminating the need for certainty."

-Ron Bohl

Ron has "been there" and "done that." Visibility is crucial in any supply chain, but it can be hard to dive headfirst into a new technology or take a new path. Learn how to be a visibility pioneer from Ron, the senior director of supply chain operations at Elanco and previously at Eli Lilly for over 15 years.

Ron Bohl
Sr. Director Supply Chain Operations
Elanco





11:20



KEYNOTE: Building a Supply Chain Contingency Plan for When Disruptions Occur

Reducing risks and the possibility of disruption can be synonymous with spending money. Along with added cost comes pressures on overall cost management and because of these pressures, many supply chain managers struggle balancing the benefits of these expenses against the need.

This talk will cover the following:

- The most common disruptions on the supply chain
- The greatest risks manufacturers take on
- Steps to minimize costs associated with risk management while being prepared for the likelihood of these disruptions

Stephen Maietta
Head of Global Key Accounts
Envirotainer

11:40



Roundtable Discussion Groups

1. Global Trade Compliance in Pharma: Challenges and Opportunities

John Danese, Director, Life Sciences, **KPIT**

2. Best Practices to Protect your Supply Chain and Cargo

Stefan Surpitski, Manager, Freightwatch Life Sciences, **Sensitech**

3. Automation Innovations in Warehouse Material Handling: Improvements in Supply Chain Security

Patrick Sedlak, Principal, **Sedlak**

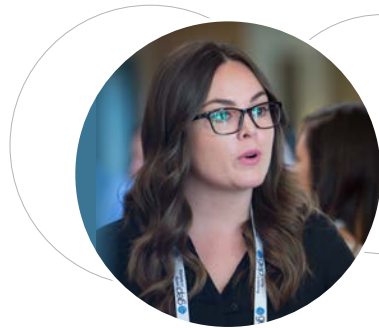
4. Building a Supply Chain Contingency Plan for When Disruptions Occur

Stephen Maietta, Head of Global Key Accounts, **Envirotainer**

Check www.logipharma.com for roundtable additions!

12:40

Lunch



	Track A: End-to-End Visibility <i>for Supply Chain Planning, IT, Sourcing</i>	Track B: Temperature Control <i>for Supply Chain Distribution, Sourcing</i>
1.40	Track Chair's Welcome	Track Chair's Welcome
1.50	<p>CASE STUDY: ERP Implementation as the Key to an Integrated Supply Chain</p> <ul style="list-style-type: none"> • Gaining management buy-in is key for establishing an integrated supply chain • Assemble a cross functional team- sales, engineering, logistics and purchasing • Define roles and responsibilities in order to maintain communication throughout the chain <p>Prashant Kulkarni VP Supply Chain Allergan</p>	<p>CASE STUDY: Innovating the Cold Chain in an Era of Zero "Acceptable Loss"</p> <p>For certain therapies, profit margins are razor thin. Managing complex logistics while keeping the product intact and keeping costs down is the supply chain professional's largest task. Learn to juggle innovation and cost control while under pressure from executives.</p> <p>Linda Bliss Director Supply Network Operations, North America Region Biopharma, Global Manufacturing & Supply EMD Serono</p>
2.10	<p>Predictive and Prescriptive Analytics</p> <p>Allen Jacques VP, Pharma Supply Chain FusionOps</p>	<p>Innovation Spotlight</p> <p>Have a unique solution that would provide value to this audience? Contact Tom Ciccone, Sponsorship Director at 646-200-7947 or tom.ciccone@wbresearch.com to get involved.</p>





2:30



CASE STUDY INTERACTIVE:
Creating a Healthcare Value Chain Map

This unique session presents data for creating a healthcare value chain map based on a patient managing a very complex health profile. Ten thought leaders from leading pharmaceutical companies made up the board for this project and findings will be shared, and discussed.

Barry Blake
 Vice President, Research
[SCM World](#)

CASE STUDY INTERACTIVE:
Specialty Pharmaceuticals and the Future of Cold Chain Technology

Everyone wants to know what the latest technologies available are; but no one wants to be the first to implement. However, the rise of specialty pharmaceuticals has resulted in complex therapies with complex needs. And necessitated adoption of new and untried technology. This interactive session deep dives into the hurdles of transporting specialty pharmaceuticals and how to best mitigate risk.

Kevin Hickman
 Manager, Supply Chain Distribution
[Gilead Sciences](#)

3:00

Afternoon Networking and Refreshment Break In The Solutions Zone



Value & Profitability

3:40

STORY TELLING: CMO Relationships

This interactive session will include the perspectives of a life sciences professional and a CMO professional on how to best produce a collaborative partnership and give you a chance to pose questions and weigh in on both sides of the equation.

PHARMACEUTICAL PERSPECTIVE: How does the ideal CMO perform?

What do you need from your CMO? What are the expectations? How do you communicate them in order to get what you need? Hear a case study featuring lessons learned and best practices.

Michael Daly
 Director Supply Chain
[Valeant](#)

CMO PERSPECTIVE: What does the ideal customer look like?

What does your CMO need from you? Hear directly from the horse's mouth in order to improve your relationship with your CMO.

4:10



GLOBALIZATION PANEL DISCUSSION: Preparing for Future Capacity Challenges

Increased globalization means more production and more risk. Risk management analysis is crucial and must be done on all partners, including suppliers in emerging markets where visibility and past experience are particularly lacking.

- What are some specific challenges related to product launches?
- How can scale be managed globally?
- What are the benefits of automated versus manual handling?
- How to manage varying and changing regulations?
- What are some tough lessons learned?

Marcelo Couto
 Director, Global Logistics Service
[BMS](#)

Prasad Patala
 Vice-President & GM, Corporate Development & Global Alliances
[Orchid Pharmaceuticals](#)





4:45



Beer Bucket Roundtable Discussion Groups

1. Integrating IT Infrastructure: Ensuring the Successful Management of Data

Juan Fernando Forero
Sr. Director Supply Chain Leader
Global Innovation Pharma (GIP),
Pfizer

2. Bringing S&OP to R&D/Clinical Stage Supply Chain Planning

Mark Landau
Director Supply Chain Planning
GlaxoSmithKline - R&D Business Unit

3. Sea Freight: Overcoming Obstacles and Addressing Risk

Kevin Hickman
Manager, Supply Chain
Distribution
Gilead Sciences

4. Best Practices to Improve Forecasting Accuracy

Jain Aditya
Professor, Zicklin School of
Business
Baruch College

5. Ensuring Security for Reverse Distribution Drugs

Brad Elrod
Director, Global Conveyance
Security
Pfizer

6. Using Lessons Learned from Medical Device Supply Chain to Innovate the Pharmaceutical Supply Chain

Jonathan Harrington
Senior Director Global Supply Chain
Abbott Vascular

7. Inventory Management as a Risk Mitigation Tool

Stephen Meyer
Research Director
Gartner

5:45

Welcome Reception in the Solutions Zone Hosted by **KPIT**


Reunite with your peers at this welcome cocktail reception hosted by KPIT. This is the perfect time to catch up with colleagues, discuss the day's presentations and unwind.



6:45

Close of Day One





“LogiPharma has already proven its relevance as the best conference of its kind due to its content, speakers and relevance to today’s and tomorrow’s issues. An excellent place to meet colleagues and exchange ideas”

Daniel Scheidegger
Vice President European Operations
Genzyme Pharmaceuticals



7:15 **Breakfast & Registration In The Solutions Zone**

8:10 **Event Director's Welcome**
Natasia Langfelder

8:15 **Building Together: Day Two Ice-Breaker**
In this fun challenge, sit in roundtables with your peers and construct a tower out of a set number of spaghetti straws and marshmallows. Create the tallest standing structure to win!

8:45 **Chair's Day Two Welcome Remarks**

9:00 **KEYNOTE PANEL: The Future of Life Sciences Logistics: White-Glove Distribution, Direct-to-Patient, Personalized Medicine & Driverless Trucks**
Technology is taking us to places we would never have thought possible. New therapies are increasingly requiring extreme temperature handling and time-sensitive response. The industry must innovate to meet these extreme changes. This panel will examine the next frontier of life science logistics one, five and ten years from now.

Juan Fernando Forero
Sr. Director Supply Chain Leader Global Innovation Pharma (GIP)
Pfizer



Ronald Keegan
Associate Director Supply Chain at **Ohm Labs, Sunpharma**

Ed Ram
Director, Supplier Relations, Global Sourcing Department
Sagent

Paul Clayton
Former VP Supply Chain, Logistics and IT
Formerly GlaxoSmithKline

9:40 **CASE STUDY: Simplifying Logistics Operations Through a Comprehensive Distribution Plan**

Learn to view distribution strategy as a tactical tool when applied to the management of ongoing operational activities.

- How to adapt and implement new distribution strategies to meet new business requirements
- Integrating new infrastructure and processes following a merger
- How to critically assess which company structures and processes to keep in place and which to evolve
- How should you reorganize your internal structure to meet business requirements?

Todd Applebaum
Vice President of Technical Operations
Ovascience

10:00 **KEYNOTE: COMPLEXITY MANAGEMENT: How companies can manage business complexity to drive performance and create sustainable advantage**



Stephen Laaper
Principal
Deloitte Consulting LLP

Rob Jacoby
Principal
Deloitte Consulting LLP

10:20 **CASE STUDY REVOLUTION: You have data. A lot of it. So Now what?**



We've seen organizations that have not learned to use their data appropriately – learn how to sift through big data and leverage. Data is useless unless you are able to make it work for you in order to leverage trends, satisfy customers, price competitively and move inventory.

Jim Kneece
Vice President Supply Chain
GTC Bio

10:50 **Morning Networking Break In The Solutions Zone**





	Track A: Network Design and Flexibility <i>for VP/Director of Supply Chain, Planning, IT, Sourcing</i>	Track B: Serialization to Add Business Value <i>for VP/Director of Supply Chain, Distribution, Sourcing</i>
11.30	Track Chair's Welcome	Track Chair's Welcome
11.40	<p>CASE STUDY: Creating a Profit Maximizing Supply Chain Model</p> <p>If prices are too high, life sciences companies can lose out to competition. If prices are too low, they will lose out on profits. This presentation discusses A profit-maximizing supply chain network design model with demand choice flexibility.</p> <ul style="list-style-type: none"> • Supply chains must be complex enough to move product and remain compliant and nimble enough to change to serve customer needs • This case-study will discuss how to incorporate flexibility and agility at a strategic level • Approaching the supply chain as a "virtual organization" <p>Rajasekhara Reddy Vice President - Demand Planning Glenmark Pharmaceuticals Limited</p>	<p>CASE STUDY: Utilizing Serialization and Traceability Data to Commercial Advantage</p> <p>This case study presents how to approach supply chain serialization in a manner that increases competitive edge.</p> <ul style="list-style-type: none"> • Shut down threats from counterfeit medicine and protect brand integrity and patient safety • Counteract diversion and loss of profit arising from loss of product • Changing the perception of serialization from a regulatory to a business perspective were commercial benefits can be realized through increased product security <p>Brian Tarantino Director, Serialization Strategy Merck</p>
12.00	<p>Innovation Spotlight: Meeting Hospital's Expectations in 2017 and Beyond</p> <p>Denise Odenkirk AVP, Sales GHX</p>	<p>Innovation Spotlight: Securing the Supply Chain</p> <p>Stefan Hockenberger Managing Director & global Lead Track & Trace Movilitas</p>

12:10

Innovation Spotlight

Have a unique solution that would provide value to this audience? Contact Tom Ciccone, Sponsorship Director at 646-200-7947 or tom.ciccone@wbresearch.com to get involved.

Innovation Spotlight: Demystifying Supply Chain Optimization

Chris Johnson
Chief Technology Officer
Lean Logistics

12:20

CASE STUDY INTERACTIVE: Evolving Your S&OP (Sales & Operations) Planning to Combat Demand Volatility and Account for Product Life Cycles

This session explores the steps can you put in place to truly forecast demand and integrate that knowledge into the supply process.

- How can you best collect operational data for forecast vs. actual and how can you use this information?
- What tools can you use to align decision making on site locations for market access?
- How can you engage other business units to integrate information all the way from customer requirements throughout the supply chain?

Stephan Gotthardt
Vice President Global Supply Chain Management
Formerly Boehringer Ingelheim

HEAD-TO-HEAD DEBATE: The Benefits of GPS/GIS vs. RFID

This head to head debate discusses the merits and challenges presented by using either RFID or GPS/GIS technologies. This session will present debaters who are on opposite sides of the issue, arguing for the technology they think will benefit the supply chain more. Join us at the debate and pick a side!

Ravi Annipudi
Professor
University of Michigan

Mark Wessell
Global Serialization Enterprise Master Data Lead
Pfizer

1.00

Lunch





Interactive Workshops

Customize your agenda with a choice of one-hour deep-dives into a particular topic featuring hands-on activities and/or group work.

2:15



WORKSHOP A: Big data and the Internet of things Impact on Supply Chain

Big data and the “internet of things” are more than just buzz words. Learn how many things are connected to the Internet, and how much economic benefit we can derive from analyzing the resulting data streams.

- ERP and how it is going to adopt to multi-channel and a pull demand
- How do you back it up to the supply chain?
- The linkage of the integrated supply chain to the customer.
- Feeding customer demand back to the supply chain.
- Creative ways of answering that demand, especially when it comes to millennials.
- Are traditional ERP systems are equipped to do that?
- How they are going to adapt to those changes

Dave Malenfant
Director, Center for Supply Chain Innovation
[Texas Christian University](#)

WORKSHOP B: Doing More with Less: Developing Best Practices within your Budget

Mid-Small sized pharmaceutical companies have the same challenges as their larger brethren, but less resources and less room for error. This workshop is geared towards providing solutions to global problems that are implementable and providing a space to network with peers who are facing similar challenges.

Ed Ram
Director, Supplier Relations, Global Sourcing Department
[Sagent](#)

3:30

Afternoon Refreshment Break In The Solutions Zone

Transportation and Distribution

4:10



Developing A Robust Temperature Controlled Logistics Transportation Strategy

As pharmaceutical companies get larger and larger, the importance of maintaining agility in global markets becomes more important. This session addresses global distribution challenges for companies who are juggling the market on a global scale.

- How to put processes in place to ensure compliance from representative distributors in smaller countries
- How can you assess the value chain country by country to assess the set up with distributor
- Setting up criteria to decide which distributors to work with which to let go
- How to decide whether to work with local distributors, your affiliate or a contract consultant

Nischal Chudasama
Group Leader Integrated Supply Chain Operations
[Bristol-Myers Squibb](#)

4:30

SONOCO THERMOSAFE INNOVATION SPOTLIGHT: Changing the Game

Ben VanderPlas
CPP, Global Product Manager
[Sonoco Thermasafe](#)

4:40



PANEL DISCUSSION: Sourcing 3PLs Best Suited to Scale

Customer service is incredibly important when it comes to vendor selection. Different sized companies may struggle with procuring a 3PL that can understand their needs and the different resources, budgets and challenges that they are faced with. This panel discussion explores what you need to look for in a 3PL to address these specific challenges and how to manage your 3PL work for you.

5:25

Cigars & Spirits Cocktail Reception

We cordially invite you to our annual cocktail reception during the 15th Annual LogiPharma. Join us in the courtyard for the chance to connect with life sciences executives and kick back and relax. Sample cigars, taste fine spirits and participate in the fun with our 2nd annual giant Jenga tournament. This is the time to network with clients during one of the largest and most informative supply chain symposiums in the industry.

6:30

Close of Day Two

Rob Brown
Vice President
[RxCrossroads Specialty Solutions](#)

Dave Palew
Director Supply Chain
[Aurobindo](#)

Syed Rahman
Head, Business Applications group
[Lupin](#)

Prasad Patala
Vice-President & GM, Corporate Development & Global Alliances
[Orchid Pharmaceuticals](#)



Wednesday, September 21st: 2:15pm - 3:30pm

accenture

High performance. Delivered.

Executive Think-Tank

The Executive Think-Tank is your opportunity to discuss the pressing supply chain issues you're facing alongside your peers. An agenda of topics will be developed but the main goal is to have an unscripted and candid discussion.

- 15-20 of the industry's top thought leaders to discuss the future of the pharmaceutical supply chain
- Limited to VP or Senior Director level only

Last year's attendees included:

Vijay, Rajan, Vice President, IT Strategy & Innovation, **Alexion Pharmaceuticals**

Jen Wang, Vice President, Global Planning, **Allergan**

Paul Nelson, Executive Director, Supply Chain, **Auxilium Pharmaceuticals**

William Novotny, Vice President, Global Supply Chain, **Bristol Myers Squibb**

Greg, Magnusen, Senior Director - Global Supply Chain, **Eli Lilly**

Kevin Cook, VP Supply Chain, North America, **Sandoz**

Julio Feliciano, Supply Chain Associate Vice President, **Merck**

Michael Trocchia, Supply Chain Global Lead for Cell Therapy Products, **Novartis**

Todd Applebaum, VP Technical Operations, **OvaScience**

Ed Ram, Sr Director, Supply Chain, **Sagent Pharmaceuticals**

Doug Mcleester, Vice President of Distribution and Supply Chain, **Sanofi**

Mani Sundararajan, Vice President of Global Pharmaceutical Technology, **Shire Pharmaceuticals**

Josh Sylvester, Senior Director, Planning and Distribution Services, **Shionogi**

Interested in participating?

Contact Natasia Langfelder, Event Director, at natasia.langfelder@wbresearch.com or 646-200-7476.





7:30 | **Breakfast & Networking**

8:25 | **Event Director's Welcome**
Natasia Langfelder

8:30 | **Chair's Welcome**

8:40 | **KEYNOTE: Building a Solution Provider Scorecard with 'Must Have' Metrics**



Scorecarding can be one of the best ways to measure a partner's performance over the long-term. This interactive workshop will feature an example of a working, successful scorecard and teach you how to build your own.

- Select relevant metrics and structure a scorecard that will accurately measure supplier performance against your goals
- Proactively running periodic supplier audits to ensure that standards are kept high
- Follow up- praise suppliers who are doing well and provide constructive feedback to those who aren't meeting expectations

Danielle Kooij
Executive Director Supply Chain & Innovation
Amgen

9:00 | **Transportation and Climate Change: Mitigating Risk and Practicing Sustainable Logistics**

Buddy Polovick
SmartWay Transport Partnership
US Environmental Protection Agency

9.20



PANEL DISCUSSION: Effectively Communicating with Vendors to Ensure Completion of KPIs and Compliance

Constantly sourcing, vetting and negotiating with suppliers is a drain on time and resources, investing in long term relationships with good vendors is key to driving savings. This panel explores:

- Communicating partnership goals and expectations early on to avoid miscommunications down the line
- Designing a process to provide rapid feedback to vendors in order to stay on track
- Foster an environment of trust and collaboration to accomplish mutual goals

Michele Johnson
Head ESO Procurement Americas
Novartis Business Services

Michael Trocchia
Supply Chain Global Lead for Cell Therapy Products
Novartis

Robert Heinrich
Sr. Traffic Administration Advisor
Novartis

Brian Daleiden
Vice President of Industry Marketing
TraceLink

9.50



KEYNOTE: Bridging the Transformation from Clinical to Commercial

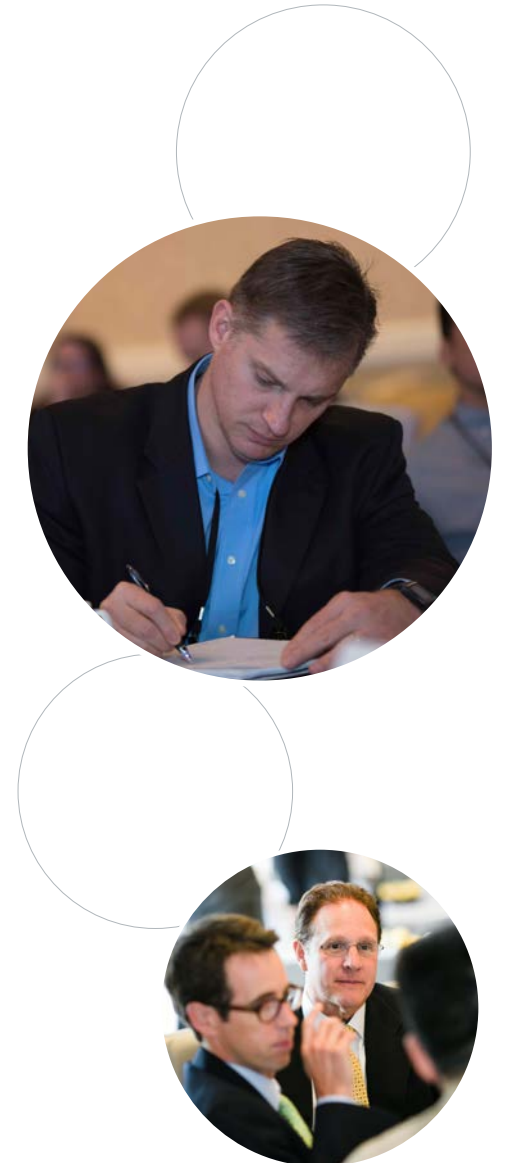
The current "large batch" and centralized manufacturing system designed for the "blockbuster" drug has driven a slow-paced, inventory heavy operating model that is increasingly regarded as inflexible and unsustainable. New markets and the rapidly evolving technology landscape will drive more product variety, shorter product life-cycles, and smaller drug volumes, which will make the problems worse. Supply chains of the future will enhance affordability and availability and bridging the gap between clinical and commercial scale manufacturing is a good place to start.

- Clinical trial and drug product development cost savings that support more rapid scale-up and market entry models with early involvement of SC designers within New Product Development.
- Master the process of "scaling up" operations from the clinical trial phase to the more complex commercial phase.

Darrell Drennan
Head, Biologics Immuno-Oncology Product Strategy
BMS

10.10

Morning Networking Break





Working Groups

A facilitated large-group discussion. The facilitator works with participants to identify 5 strategies/takeaways that each person can implement at their office to solve the challenge. Communication will continue after the event for participants to reconnect and assess progress.

10.50



WORKING GROUP #1

Regulatory Deep Dive into the Drug Supply Chain Security Act (DSCSA)

The letter of the law cannot be understood without understanding the spirit of the law. Track and trace is frequently seen as a necessary evil. With the FDA's regulatory requirements finally coming to fruition November 2017, everyone needs to have a comprehensive serialization plan mapped out. This workshop will bring a much needed positive perspective to serialization as well as provide attendees with a chance to map out their own path to compliance.

Mark Wessel

Director Engineering - Global Serialization Program Leader

Pfizer

WORKING GROUP #2

Highlighting new Rx product launches to ensure effective end to end product security

This working group delves into the critical management of packaging, labeling, and supply chain preparations for Pharma Rx product launches.

- Case study of Specialty Pharmacy and Specialty Distribution Rx product launch with FDA REMS and DEA compliance considerations
- Commercial strategy considerations and the physician-patient benefits of end to end tracking
- Appreciating more than the known end to end benefits to ensure product security - what more can you deliver?

Carl Accettura

VP, General Manager,

PharmoRx Therapeutics

12.00

Lunch

1.00

Close of LogiPharma 2016



About Our Sponsors



Accenture
Website: www.accenture.com

Accenture is a leading global professional services company, providing a broad range of services and solutions in strategy, consulting, digital, technology and operations. Combining unmatched experience and specialized skills across more than 40 industries and all business functions—underpinned by the world's largest delivery network—Accenture works at the intersection of business and technology to help clients improve their performance and create sustainable value for their stakeholders. With approximately 373,000 people serving clients in more than 120 countries, Accenture drives innovation to improve the way the world works and lives. Visit us at www.accenture.com.



Deloitte
Website: www.deloitte.com/us/lifesciences

Deloitte's life sciences and health care practice comprises 7,300 professionals in over 90 countries that provide audit, consulting, financial advisory, risk management, and tax services. We understand the complexity facing life sciences companies today, including the need to redefine consumer and customer engagement, innovate, and grow, while at the same time lowering costs and increasing productivity. Deloitte's Supply Chain and Manufacturing Operations practice is a leader in helping pharmaceutical companies align supply chain initiatives with business strategy to drive operational excellence. Our deep industry experience encompasses new product development, inventory strategy and integrated demand planning, sourcing, manufacturing footprint strategy and operations, distribution network and logistics optimization, and sustainability. Learn more: www.deloitte.com/us/lifesciences



Emball'iso
Website: www.emballiso.com

Emball'iso is a world leader in the design and manufacture of high performance temperature controlled packaging systems for the transport of thermolabile pharmaceutical products with production sites in France, UK, Germany, China, US and Singapore. We supply systems capable of

carrying a single vial, to airfreight pallet shippers for use in conjunction with unit load devices. Available flat packed, modular, or fully assembled. We offer a range of value added services including but not limited to turn key projects, integrated solutions and monitoring services. Emball'iso, deliver quality, everywhere, just like you.



Envirotainer
Website: www.envirotainer.com

Envirotainer is the world-leader in secure cold chain logistics solutions within the life science industries. The company manufactures and leases active temperature-controlled container solutions for air transportation, including validation, support and service. Envirotainer operates through an open, global network of airline companies and logistics partners. The company is represented in over 50 countries around the world with headquarters in Upplands Väsby just outside of Stockholm, Sweden. Envirotainer is a registered trademark of the company Envirotainer AB.



Fusionops
Website: www.fusionops.com

FusionOps is a supply chain analytics company that brings together the world's most advanced cloud and Big Data infrastructure with over 1,000 out-of-the-box configurable analytics to quickly deliver remarkable insights into the pharmaceutical supply chain. The FusionOps application is highly integrated, and includes enterprise data (ERP and other data sources) integration, an integrated data warehouse, and a powerful, stunning self-service presentation layer. Pre-built analytics are provided in such areas as Procurement, Order Fulfillment, Inventory, Supplier Delivery, Leadtime Analysis, Schedule Adherence, and more. FusionOps' customers include manufacturers from a variety of industries, and include Merck and HD Smith.



GHX
Website: www.ghx.com

GHX drives costs out of healthcare with cloud-based supply chain management technology and services to help enable better patient care and savings by maximizing automation, efficiency, and accuracy of





business processes. We offer an open and neutral electronic trading exchange that delivers procurement and accounts payable automation, contract management, vendor credentialing, and business intelligence tools and services.



Kinaxis

Website: www.kinaxis.com

Kinaxis delivers a cloud-based solution at the heart of planning and response management for value chain operations. Large manufacturing companies with complex supply chain networks and volatile business environments rely on RapidResponse for collaborative planning, continuous performance monitoring, and coordinated response to plan variances across multiple areas of the business. With RapidResponse, enterprises are able to attain a control tower solution that encompasses a full spectrum of supply chain related business processes, including such functions as: S&OP, supply and capacity planning, demand planning, and supplier collaboration.

As a result, Kinaxis customers have replaced disparate planning and performance management tools and are realizing significant operations performance breakthroughs. From a single product, customers are able to make both long-term and real-time demand and supply balancing decisions quickly, collaboratively, and in line with the shared business objectives of multiple stakeholders.



LeanLogistics

Website: www.leanlogistics.com

LeanLogistics is a global solutions provider of SaaS transportation management system (TMS) applications and supply chain services enabled by the industry's largest transportation network. **LeanTMS®** delivers complete transportation planning, execution, settlement, and procurement, as well as visibility and business intelligence, to improve transportation processes, increase efficiency, and reduce costs. LeanTMS enables shippers to scale infrastructure and business processes while gaining efficiencies to improve service offerings. Furthermore, the global capabilities of LeanTMS ensure compliance by providing complete supply chain visibility and access to industry data to meet multi-regional regulations and guidelines.



KPIT

Website: www.kpit.com

KPIT is a global technology company specializing in providing IT Consulting and Product Engineering solutions and services to Automotive, Manufacturing, Energy & Utilities and Life Sciences companies. KPIT's Life Sciences customers partner with us to receive a powerful combination of Life Sciences experience across technologies and throughout the product lifecycle. Together with our customers and partners, KPIT creates and delivers technologies to enable creating a cleaner, greener, more intelligent world that is sustainable and efficient. For more information, visit <http://www.kpit.com/industries/life-sciences>



Mesa Labs

Website: www.MesaLabs.com

From cold chain packaging solutions to data logging and storage temperature monitoring, Mesa Laboratories, Inc. is your partner in compliance every step of the way. Our solutions will keep your assets protected, and our compliance validation services will ensure your processes run smoothly and efficiently.



Movilitas Consulting

Website: www.movilitas.com

Movilitas Consulting, an SAP software and services partner, provides end-to-end SAP Supply Chain, Track & Trace and Mobility Solutions. Movilitas Consulting solutions enhance customer's control of their extended supply chain, ensure compliance with global regulations and optimize field-based business processes helping to accelerate the pace of business performance.



Oceasoftware

Website: www.oceasoftware.com

OCEASOFT is a leading worldwide provider of smart wireless sensor solutions for monitoring and recording critical physical parameters, such as temperature, humidity, CO2 levels, and differential pressure. These solutions help ensure the quality, compliance, and safety of your products during storage and transportation in life science industries. OCEASOFT offers a wide range of connected sensors and companion software.





Our Bluetooth® Smart enabled temperature dataloggers are designed for mobile use, tracking temperature and collecting data for sensitive goods during shipping. We also offer wireless sensors for fixed monitoring, integrated into a complete data management system with active alerts via text message, e-mail, and voice mail. These solutions provide traceable data on computers, smartphones, and tablets, along with data sharing on the Cloud. With its in-house ISO/IEC 17025-accredited laboratory, OCEASOFT offers complete calibration services on a variety of sensors for different target ranges and applications.



OM Partners

Website: www.ompartners.com

OM Partners is a software and consulting company delivering Supply Chain Planning Solutions for Mill Products (paper and packaging, metals, floor covering, ...) and Semi Process industries (chemicals, pharmaceuticals, consumer products...).

With 250 customers and over 550 implementations, OM Partners has established solid partnerships with customers all over the world. With annual group sales revenues of more than 23 million EUR and a workforce of over 250 people in our offices in Antwerp, Atlanta, Shanghai, Dubai, Paris, Rotterdam, Köln and London, the company has become a top player in the supply chain planning market.

OM Partners' product OMP Plus is an integrated solution for all planning related issues, from the strategic down to the operational level seamlessly integrated with SAP. It is aimed at reducing logistic costs and throughput times and at increasing reliability of delivery dates and customer satisfaction. The revolutionary technology of OMP Plus makes integrated demand planning, supply planning and scheduling a reality.



RxCrossroads Specialty Solutions

Website: www.rxcrossroads.com

RxCrossroads Specialty Solutions provides tailored services to the biotechnology and pharmaceutical industries. Its partner programs are customized to meet the unique needs of each individual brand through an integrated model that provides comprehensive patient services and enhances access to medication, affordability, and adherence.



Sedlak Management Consultants

Website: www.jasedlak.com/healthcare.htm

For over 50 years, Sedlak Management Consultants has provided independent and innovative supply chain and distribution solutions in every sector of healthcare – from manufacturers to wholesalers to hospitals. With a specific practice devoted to healthcare supply chain and logistics and insights from other distribution-intensive industries, our experts analyze the unique business challenges of our healthcare clients and identify optimal solutions that deliver consistent performance. Services include supply chain strategy and analytics, 3PL selection and implementation, distribution facility design, IT and material handling system solutions, operations improvements, inventory optimization and transportation management. Clients select Sedlak because our experience makes our service safe, our independence makes our recommendations sound and our customer focus makes our support enduring. At Sedlak, we help healthcare deliver!



Sensitech

Website: www.sensitech.com

Sensitech Inc. is a leading provider of supply and cold chain visibility solutions that enable our customers – global leaders in the food, life sciences, and industrial markets – to track, monitor and protect the quality and integrity of their temperature-sensitive products across complex supply chains. Through its logistics security division, FreightWatch International, Sensitech also offers origin-to-destination services that provide customers with real-time cargo transparency, helping them to mitigate such risks as theft, diversion, counterfeiting, and chain of custody. Sensitech Inc. is an ISO 9001:2008 company based in Beverly, Mass., with more than 30 sales, service and distribution locations around the world. Sensitech is a part of UTC Climate, Controls & Security, a unit of United Technologies Corp., a leading provider to the aerospace and building systems industries worldwide. Visit www.sensitech.com for additional information.





Sonoco Thermosafe

Website: www.thermosafe.com

Sonoco ThermoSafe®, a unit of Sonoco (NYSE:SON), is the leading global provider of temperature assurance packaging for the safe and efficient transport of pharmaceuticals, biologics, vaccines and other temperature sensitive products. Our shipping solutions mitigate risk for our customers and ensure product efficacy throughout the extremes of a supply chain. With operations in North America, South America, Europe and Asia, Sonoco ThermoSafe has a vast product offering featuring industry-leading technology that encompasses refrigerated, frozen or controlled room temperature applications. In addition, Sonoco ThermoSafe's ISC Labs® design and testing services deliver individualized and innovative packaging solutions along with qualification and validation services to meet all regulatory requirements.



Tracelink

Website: www.tracelink.com

TraceLink is the world's largest track and trace network for connecting the Life Sciences supply chain and eliminating counterfeit prescription drugs from the global marketplace. Leading businesses, including 16 of the top-20 global pharmaceutical companies, trust the TraceLink Life Sciences Cloud more than any other track and trace solution to improve the visibility and traceability of pharmaceuticals from ingredient to patient. A single point and click connection links any pharmaceutical company to hundreds of thousands of supply chain trading partners to deliver the information, insight and collaboration needed to comply with global serialization and regulatory requirements anywhere in the world.



TSS

Website: www.tss.se

TSS is a leading provider of temperature monitoring solutions with more than 20 years of experience within the life science industry. Thanks to close customer interaction and an outstanding technological know-how, TSS is able to continuously introduce pioneering solutions for end-to-end supply chain visibility, facilitating the daily operations for global pharma companies around the world.



TSS' cloud-based temperature monitoring system, CCIS, is developed in close collaboration with leading pharma companies. CCIS is a lean and integrated solution that provides flexibility, simplicity, reliability, and above all, full visibility, throughout the whole organization. By focusing on information, TSS enables decision makers all over the world to gain insight into the modern supply chain in order to develop an all-encompassing corporate strategy for fast and intelligent temperature monitoring. This in turn results in greater efficiency and reduced costs, while allowing for compliance with regulatory requirements.

UPS

Website: www.ups.com

UPS offers world-class, healthcare-optimized global cold-chain transportation, distribution and best-in-class information management.

Every day, we move healthcare materials efficiently and safely through our flexible, integrated multi-modal transportation network, and distribute products through our 42 temperature- and humidity-controlled environments facilities worldwide.

We also provide top-tier regulatory expertise and a broad portfolio of unique services including:

- UPS Temperature True®, a door-to-door, temperature-sensitive freight service
- UPS Proactive Response®, which provides 24/7 monitoring of shipments from global "Control Towers," allowing intervention and remediation of packages at risk of temperature excursion.
- The PharmaPort™ 360 air freight container—exclusive to UPS—the world's most advanced active shipping container for high-value, temperature-sensitive pharmaceuticals, vaccines and biologics.

At UPS we live by the motto: "It's a patient, not a package®." Our aim is to ensure that your product reaches the right patient, at the right time and in the right condition for the best possible patient outcome.





Healthcare Packaging

Website: www.healthcarepackaging.com

Healthcare Packaging is the industry's leading source for information about packaging and logistics for pharmaceuticals, biologics, medical devices, and nutraceuticals.

Does your company sell to professionals who use packaging machinery and materials in the production of pharmaceuticals, biologics, nutraceuticals or medical devices? Healthcare Packaging reaches packaging and logistics professionals in this marketplace, with our print and digital magazine, website, playbooks and newsletters.

Outstanding multi-channel distribution, state-of-the-art lead-generation, and acclaimed content has made Healthcare Packaging the media choice for companies like Honeywell, DuPont, UPS, Nosco, Bilcare, Vaisala, Weiler Engineering, Aphenia Pharma, Bosch Packaging, MGS Machine Corp, Clariant, Domino Amjet, Videojet, Mettler-Toledo and many more. Delivering exceptional packaging content to connect buyers and sellers is what we do best.



Inbound Logistics

Website: www.inboundlogistics.com/cms/index.php

Inbound Logistics mission is to provide today's business logistics managers the information and expertise they need to speed cycle times, reduce inventories and get closer to their markets and customers. By pairing old and new media, Inbound Logistics' editorial delivers the most up-to date supply chain information to help readers discover and create wealth for their companies. Effectively managing Inbound logistics enables today's transportation and business logistics managers to work collaboratively to reduce inventory, produce and distribute more efficiently, increase quality serve customers faster and speed the cash-to-cash cycle.



Life Science Leader

Website: www.lifescienceleader.com

Life Science Leader magazine is an essential business journal for life science executives who work for everything from emerging biotechs to Big Pharmas. Our content is designed to inform readers of industry best practices and motivate them to implement those practices in their businesses. Each month, Life Science Leader features interviews with executives from the leading pharma and biotech companies, including Pfizer, Merck, Daiichi Sankyo, Genentech, Genzyme, Eli Lilly, and Janssen, as well as the FDA and more. This exclusive thought leadership provides an in-depth look into industry trends and hot topics that will impact the growth of the pharma and biopharma markets. As the market is continually growing and innovating, these insights provide readers with actionable information and strategies to implement when navigating the evolving clinical, manufacturing, entrepreneurial, and regulatory landscapes.



Pharmaceutical Commerce

Website: www.PharmaceuticalCommerce.com

Our website, PharmaceuticalCommerce.com, is our online resource of information that features the full editorial content of the magazine plus web-only features including a powerful search engine that attracts and holds visitor interest.



Pharmaceutical Online

Website: www.pharmaceuticalonline.com

Pharmaceutical Online provides the pharmaceutical manufacturing and packaging industry with exclusive and actionable information to help industry members tackle the challenge of bringing life-saving and life-improving therapies to market. Browse our articles, case studies, and white papers on critical environment, particle sizing, pharma process control, pharma material handling, tablet production, pharma sterilizing, pharma cleaning, pharma filtration, pharma packaging, pharma inspection, and much more. Our goal is to help industry professionals, like you, facilitate connections and gain insight into innovative business strategies, new safety regulations, and technology offerings shaping your daily responsibilities in dosage formulation, facility maintenance, validation, inspection, serialization, risk management, and logistics.





PharmaLeaders

Website: www.pharmaleaders.com

PharmaLeaders is an online environment dedicated to connecting, informing and educating more than 200,000 life sciences professionals. With breaking news, an extensive member network, job and events postings and more, industry executives, manufacturers, marketers and educators can count on PharmaLeaders for the tools they need to succeed in today's competitive market environment. For more information, write to jmiller@pharmaleaders.com or visit us online at www.pharmaleaders.com.



PharmaVOICE.com

Website: www.PharmaVOICE.com

PharmaVOICE.com is a Website for life-sciences executives and other healthcare-service related professionals. PharmaVOICE.com is produced by PharmaLinx LLC, publishers of PharmaVOICE magazine.

The primary audience is made up of executive and corporate management from pharmaceutical, biotechnology, drug delivery, marketing communications, clinical services, contract research, drug development, and information technology companies, as well as other industry sectors. Additionally, PharmaVOICE.com has readers from around the world.



Supply Chain World

Website: www.scw-mag.com

This is where Supply Chain World comes in. Supply Chain World is the authority on best practices in supply chain management, featuring interviews with experts who know the process first-hand and are finding ever-better ways to improve efficiencies. Supply Chain World is a convenient, authoritative benchmarking tool, helping forward-thinking supply chain leaders and their global teams to stay current through cutting-edge content on our website and in our quarterly magazine. Each issue highlights best-practice strategies and practices to help our readers move products and information more efficiently and compete in the 21st century's linked economy.



Supply & Demand Chain Executive

Website: www.SDCExec.com

Supply & Demand Chain Executive is the executive's user manual for successful supply chain transformation, utilizing hardhitting analysis, viewpoints and unbiased case studies to steer executives and supply management professionals through the complicated, yet critical, world of supply and demand chain enablement to gain competitive advantage. On the Web at www.SDCExec.com.



SupplyChainBrain

Website: www.supplychainbrain.com

SupplyChainBrain, the world's most comprehensive supply chain management information resource, is accessed year round through a wide range of ever evolving multi-media formats by hundreds of thousands of senior level industry executives. In addition to addressing the fundamental principles of supply-chain management, SupplyChainBrain identifies emerging trends, technologies and best practices, forward thinking ideas and cutting-edge solutions-and continues to write and report about these as they evolve and mature.



The Supply Chain Foundation

Website: www.supply-chain-foundation.com

The "Supply Chain Foundation" (SCF) is a global network of Supply Chain professionals, which aims at "Enriching Professional Lives, Globally": check out the SCF vision.

"The Supply Chain Foundation" has been created by long-standing supply chain professionals at the cross-roads of purchasing, logistics, operations and management with a view to integrate such disciplines with no historic legacy in any particular discipline and a clear focus on contributing to creating a profession which would be recognized as having a decisive impact on the performance of organisations and would thus motivate all professionals to engage into rewarding careers.



Venue and Accommodations



The Westin Princeton at Forrestal Village

201 Village Boulevard
Princeton, NJ 08540
(609) 452-7900
www.westinprinceton.com

Hotel Room Information

Room Rate: \$194 plus tax

LogiPharma has secured a special conference rate of \$194 a night (plus tax) for attendees. In order to make your reservation, please call the Westin Princeton at 1-888-627-7036 and identify yourself as a LogiPharma attendee. Rooms are limited and are on a first come, first served basis, so make your reservations as soon as possible. The special rate expires August 29, 2016. After this date, rooms may still be available, so inquire with the hotel if you have missed the cut-off date.

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