WELCOME

Dear Friend of ProcureCon,

You don’t have to tell us your secret, we already know. The question is, does the rest of your company know that you can see everything from your watchtower? If they did, what sorts of doors could be opened up to better support each line of business as an advisor to add value to every department? Perhaps you’ve already started to make inroads, but what are the next steps you can take to leverage analytics or global trends to improve the bottom line?

M&A activity is rampant and pipelines are dwindling. Off-shoring and re-shoring are front of mind as companies compete in an evolving global marketplace. Procurement is first in the trenches to assess and advise on every major change the business faces. Are you confident you’re up to the challenge?

This year’s ProcureCon Pharma has been designed to meet these unique challenges rocking the industry. Hear from experts in the field about how they are expanding and honing their strategic sourcing practices to slash costs and add value. Gone are the days of death by PowerPoint, the varied conference format fosters maximum learning and networking opportunities through workshops, case studies, targeted presentations, panels and roundtable discussion groups.

Key themes this year will focus on:
· Building a successful strategic sourcing organization
· Enhancing internal partnerships to drive value
· Fostering innovation through supplier relationship management
· Preparing for and managing integration during M&A
· Striking a balance between global strategies and working locally to deliver value
· Process mapping indirect spend to identify and drive out waste
· Spend analytics simplified to deliver savings
· Driving efficiency through effective procurement in R&D

We hope you’ll join us in Philadelphia this November to be a part of the conversation and gain tried and tested methods that can truly transform your company’s procurement organization.

Best Wishes,

Marissa Alvord
Executive Director
ProcureCon Pharma

THE ADVISORY BOARD

We’d like to graciously thank the ProcureCon Pharma 2015 advisory board for providing key insights to help shape this year’s content to ensure it helps you advance strategic sourcing in your organization.

Robert Saini
Director, Procurement
Astellas US LLC

Gerard Cardillo
Interim Head of Procurement, Biotech
AstraZeneca

Hans Engel
Manager, Indirect Procurement
Eisai

Joe Shatynski
Head of Strategic Sourcing, Procurement & Production Operations
Daiichi Sankyo

Ratan Ratnesh
Director
Clinical Outsourcing, Otsuka

Ganesh Vedarajan
Principal
ZS Associates
YOUR CHALLENGES ADDRESSED

✔ Driving innovation in the context of global change

How can you create efficiencies across the business to support the science in the context of rampant M&A activity and a changing global economy?
Gain solution-driven best practices from:

Tina Trueba, Executive Director, Global Strategic Sourcing and Financial Operations, Celgene
Dennis Truax, Senior Director, Procurement, Research and Development, Eli Lilly and Company
Joe Bruns, Executive Director, Global Head of Oncology Strategic Sourcing and Productivity, Novartis
Tanya M Momtahen, Vice President, Global Scientific & Clinical Procurement, Sanofi

✔ Aligning with business units to deliver value across the company

How do you overcome resistance to change with internal clients when aligning with business units to deliver value beyond cost savings?
Gain solution-driven best practices from:

Gerard Cardillo, Interim Head of Procurement, Biotech, AstraZeneca
Lisa Khan, Senior Director, Professional Services, Mylan
Ahmet Karacaoglu, Executive Director, Strategic Sourcing & Procurement, Noven Pharmaceuticals
Chantal Sarmanoukian, Head, Global Indirect Procurement, Shire

✔ Maximizing supplier relationships

How can you move beyond transactional vendor management to true supplier partnerships that will achieve savings and drive innovation?
Gain solution-driven best practices from:

James Tornos, Senior Director, Global Procurement, Pfizer
Tarbinlam Lafon, Director, Global Travel, Card and Meetings Procurement, Merck
Gerry Whitlow, Senior Director, Global Procurement, Perrigo
Daniel Wilson, Director, Corporate and Professional Services Procurement, Teva Pharmaceuticals

Register Now! www.procureconpharma.com procurecon@wbresearch.com 1.646.200.7530
2015 SPEAKING FACULTY

Matthew Stephens
Associate Director, Strategic Sourcing & Purchasing
Aeras

Kai Ding
Indirect Sourcing Lead, Global Procurement
Alexion Pharmaceuticals, Inc.

Roberto Vaccaro
Senior Manager, R&D Strategic Sourcing
Amgen

Jon Leisner
Assistant Director, Sourcing and Facilities
Albany Molecular Research Inc. (AMRI)

Rich Grueter
Senior Manager, Strategic Procurement
Astellas US LLC

Brian Bonnell
Global Category Manager, Planning and Resource – Biotech
AstraZeneca

Gerard Cardillo
Interim Head of Procurement, Biotech
AstraZeneca

Vimal Gandhi
Associate Director, Global Sourcing and Procurement, Biologics Manufacturing & Device Technologies
AstraZeneca Biologics

Frances Grote
Senior Director, Clinical Operations Vendor Oversight
Biogen Idec

Rembert Gunter
Director, Purchasing Intelligence and PMO
Boehringer Ingelheim Pharmaceuticals, Inc.

Jill Rankin
Global Sourcing Category Manager
Boehringer Ingelheim

Brett K. Healy
Director, Global Procurement
Capsugel

Tina Trueba
Executive Director, Global Strategic Sourcing and Financial Operations
Celgene

Hans Engel
Manager, Indirect Procurement
Eisai

Dennis Truax
Senior Director, Procurement, Research and Development
Eli Lilly and Company

Raphael Kleinmann
Director, US Procurement
Ferring Pharmaceuticals

Madeleine Baker
Global Category Leader, HR Staffing Services,
GlaxoSmithKline

Elizabeth Shewell
Senior Director, Outsourcing
Incyte

Noah Borgen
Global Procurement Category Lead
Johnson & Johnson

Christopher Calabretta
Global Procurement Leader
Direct Materials Biologics & Vaccines
Johnson & Johnson

Wali Salahuddin
Senior Manager, Advanced Analytics and Data Innovations
Johnson & Johnson

Marianne Levandoski
Vice President, Strategic Sourcing & Procurement
LabCorp

Tarbinlam Lafon
Director, Global Travel, Card and Meetings Procurement
Merck

Lisa Khan
Senior Director, Professional Services
Mylan

Joe Bruns
Executive Director, Global Head of Oncology Strategic Sourcing and Productivity
Novartis

Subs Tripathy
Director, Global Finance
Novartis

Ahmet Karcaoglu
Executive Director, Strategic Sourcing & Procurement
Noven Pharmaceuticals

Ratan Ratnesh
Director, Clinical Outsourcing
Otsuka

Gerry Whitlow
Senior Director, Global Procurement
Perrigo

James Tornos
Senior Director, Global Procurement
Pfizer
Industry Experts

Brenda Miller
Global Program Director
CWT Meetings & Events

Ray Kane
Executive Director, Human Capital Solutions
Allegis Global Solutions

Nicole Woodland-DeVan
SVP Buying Services and Deliverables
CMI/Compas

Doug Udoff
Senior Vice President of Customer Success
Hiperos

Joe Payne
VP Professional Services
Source One Management Services LLC

Greg Kresge
Head of Business Development
Tealbook

Ganesh Vedarajan
Principal
ZS Associates

“The event was very well organized and provided a unique opportunity to listen to and meet with peers who share focus in procurement within the pharma space.”

Tom Cichon, Senior Director, Head of Global Procurement, Alexion Pharmaceuticals, Inc.
WHAT MAKES PROCURECON PHARMA UNIQUE?

MARKET-DRIVEN
ProcureCon Pharma’s agenda was created through in-depth market research with procurement practitioners in the industry. We are not beholden to set viewpoints or mission statements driven by editorial policy, politics, or winning business. You can be assured that ProcureCon Pharma’s content is independent, objective, and focused on the procurement practitioner.

PEER-LED
ProcureCon Pharma is a senior-level procurement and sourcing event, researched with top sourcing professionals in biopharma and med device to ensure the agenda provides top-of-mind issues, told from the point of view of the sourcing experts.

COLLABORATIVE
The event has been designed for maximum collaboration and interaction from start to finish. We’ll kick off with an industry only workshop day to experience targeted high-level presentations and participate in working groups. The engagement continues with 19 roundtable discussion groups throughout the following two days. Senior-level speakers will provide key learnings in a series of case studies and panel discussions to give you insights into your competition. You’ll hear a variety of viewpoints and be able to share ideas with your peers at a variety of structured and unstructured networking activities.

INTIMATE
Asking a question in a large room can be quite intimidating for some, but when in a group of 10-15 others with likeminded problems that need solving, magic happens. That’s why the ProcureCon roundtables are hands-down the most anticipated section of the conference. This is your opportunity to go in-depth with a speaker, share ideas, and make new connections in an intimate setting.

A COMMUNITY
From the pre-conference release of our networking app to social breaks, happy hours, and on-site activities (to be revealed) ProcureCon Pharma is an event where you’ll have fun and network with your fellow attendees in industry. You may have initially registered for an educational event, but you’ll find yourself making new friends, learning to improve your job and advancing your career.
Wednesday, November 4, 2015

PROCUREMENT EXECUTIVES-ONLY WORKSHOP DAY
MASTERING PROCUREMENT OPERATIONS

7:30    Continental Breakfast & Registration

8:25    Welcome Remarks
       Marissa Alvord
       Event Director
       ProcureCon Pharma

8:30    Chairperson’s Opening Address

8:45    Getting To Know You: Procurement Practitioners Ice Breaker
       In this all-new networking session, we will display a series of pain points on the screen, and you'll have to determine which your most pressing business matter is for 2016 and find others who also share that pain point. You'll have 30 minutes to chat with others in your group before a new group of challenges is displayed. This is an exciting way for you to meet other ProcureCon Pharma attendees who share the same challenges, make new connections, and collaborate on new ways to solve them.

9:15    Decision Making in the Face of Disruptions – Part 1
       Running out of something, be it an item or a service is the worst thing that can happen to a supply chain. What sort of resilience is necessary to help companies better respond to supply chain disruptions? How can you more effectively manage and mitigate risk associated with supply chain disruptions? Dr Azadegan has been leading this exercise with sourcing executives from top 10 pharma companies to get to the heart of how to have more resilient leadership. During this two part workshop you will be presented with a range of supply chain disruptions to various indirect categories. In small teams you will work through table topic exercises to assess how organizational resilience and supply chain resilience can affect recovery efforts during supply chain disruptions. The outcomes will be quickly analyzed and tabulated and the results will be shared after lunch to find out how you would measure up against your peers!
       During this first part participants will:
· Work through supply chain disruptions in small teams
· Examine hypothetical cases of supply chain disruption
· Assess how organizational resilience and supply chain resilience can affect recovery efforts

Dr. Arash Azadegan
Assistant Professor of Supply Chain Management
Rutgers Business School
Workshop Day Continued

10:00  **From Recruitment to Succession Planning, Staffing Procurement for Success**
Biopharma is a highly competitive space. With so much movement, how can you re-think staffing to deliver the most value to the business? How can you improve skillsets through cross pollination? How can you use staff as the pipeline for future engagements? Knowledge share and strategize on how to:
- Attract people with experience in non-procurement areas to increase access to talent
- Motivate talent to understand the needs of the business and come up with business solutions
- Develop robust succession plans to be prepared in case of unexpected change

*Hans Engel*
Manager, Indirect Procurement
*Eisai*

10:45  **Morning Refreshment & Networking Break**
Take a break, have a cup of coffee and explore the Networking Lounge. This is your home base for refreshments, snacks and chance to check out the latest technology and solutions to streamline your procurement processes and deliver maximum value to your organization.

11:30  **Taking Hold of the Most Effective Supplier Relationship Management Practices to Drive Innovation and Create Value**
Supplier Relationship Management (SRM) has been touted as an enabler and driver for the triple aim of spend management, improving efficiency, and driving innovation/creating value. Many organizations have developed innovative approaches to SRM and started to realize many benefits; however, there is wide variation across the industry and best practices and effective approaches are still early in development. This interactive session will share key trends in how SRM is being implemented across the pharmaceutical industry, based on a new benchmarking study, including:
- Perspectives on how SRM is being implemented across the industry
- Best practices, including both success stories and pitfalls
- Thoughts on how to develop a playbook for implementing and maintaining successful SRM

*Ganesh Vedarajan*
Principal
*ZS Associates*

12:15  **Rationalize the Supply Base For Success**
How many suppliers are too many or too few? How do you determine if you have the right amount and if they are in the right spots? How can you minimize the number of providers you’re working with to limit risk?
This workshop will help you to:
- Identify key and preferred suppliers to begin more strategic relationships
- Consolidate suppliers
- Leverage consolidated buying to get a better deal
- Identify key and preferred suppliers to begin more strategic relationships

*Tarbinlam Lafon*
Director, Global Travel, Card and Meetings Procurement
*Merck*
Workshop Day Continued

1:00  Lunch

2:00  Decision Making in the Face of Disruptions – Part 2
   Return from lunch energized to go through the results of this morning’s workshop. Dr Azadegan will examine key data points collected during the table topics exercises to highlight patterns in response and recovery to supply chain disruptions. Find out how you measure up against your peers and strategize on leadership tactics that can effectively mitigate response and recovery.
   Dr. Arash Azadegan
   Assistant Professor of Supply Chain Management
   Rutgers Business School

2:45  A Journey Around the World: The Realities of Global Sourcing
   The reality of sourcing around the world is this: it’s difficult. Join CWT Meetings & Events as we journey around the world to explore the intricacies of sourcing within global regions and highlight best practices to overcome the difficulties.
   Learn more about:
   - Sourcing around the globe
   - Intricacies to expect in each region
   - E-sourcing in emerging markets
   - Supplier content
   - Global vs. regional contracts/MSA’s
   Brenda Miller, Global Program Director, CWT Meetings & Events

3:30  Afternoon Refreshment & Networking Break in the Networking Lounge

4:15  Process Mapping Indirect Spend to Identify Waste, Improve Processes and Make Your Internal Clients Happy!
   One of the top challenges for sourcing professionals is working with internal business owners when you have different goals. As procurement now looks to increase value to the company through increased efficiency and waste reduction, how can you figure out how to improve purchasing and make things easier without driving everyone crazy? Dr Terry Barnhart is passionate about Lean interventions for durable, break-through performance improvements in creative environments. This workshop will draw from a project he led with Sandoz’ sourcing team that increased efficiency, drove out waste and improved stakeholder engagement.
   During this highly interactive workshop, participants will:
   - Share purchasing pain points during a real time poll
   - Use value stream mapping tools to map indirect spend
   - Identify waste and re-work
   - Develop solutions to engage business owners to speed up processes
   Dr Terry Barnhart
   Head of Process Excellence
   Sandoz

5:45  Cocktail Reception in the Networking Lounge
   After a busy day of interactive, solution-focused workshops, relax with fellow speakers and attendees. Take advantage of the opportunity to network, share ideas off-line and check out new products and services from innovative procurement solutions providers.

6:45  End Of Pre-Conference Workshop Day

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Thursday, November 5, 2015

MAIN CONFERENCE DAY 1:
STRUCTURING RELATIONSHIPS FOR MAXIMUM COMPETITIVENESS

8:00  Continental Breakfast & Registration In The Networking Lounge

8:40  Welcome Remarks
Marissa Alvord
Event Director
ProcureCon Pharma

8:45  Chairperson’s Opening Address
Doug Udoff
Senior Vice President of Customer Success
Hiperos

9:00  CASE STUDY: Collaborating With Internal Partners and Making Suppliers’ Innovation Accessible
How can you manage talent internally to ensure you have an influence? How can you map out strategy for talent and expertise at the department level? How can you make sure you have access to influencers?
Find out how one company is:
- Bringing new solutions to internal business owners when they might not have an awareness they exist
- Supporting innovation to business units
- Working through varying challenges across different regions
Tanya M Momtahen
Vice President, Global Scientific & Clinical Procurement
Sanofi

9:20  CASE STUDY: From Decentralized to Centralized, Building a Successful Strategic Sourcing Organization
When managing budgets in excess of $1bn, how do you set up a strategic sourcing model that will work for your business? During this case study, gain insights into lessons learned in over two years of strategic sourcing in a centralized model.
Find out how decisions were made around:
- Aligning with critical functional areas of indirect spend
- Developing skillsets and skill ladders within the company
- Budgeting and forecasting through supply and demand management
Tina Trueba
Executive Director, Global Strategic Sourcing and Financial Operations
Celgene
Day 1 Continued

9:40  **Case Study | Automation of the Tactical to Reduce Costs and Focus on the Strategic**

What happens when you outgrow your vendor management program and your technology is no longer fit for purpose? What opportunities are available to provide more opportunity for geographic expansion and drive future business strategies? This case study will outline how to revitalize a master vendor program to reduce costs, automate functions and increase efficiency.

Find out how to:
- Develop a new approach to fit the needs of your organization
- Manage expenses through VMS
- Consolidate invoicing automated by technology

**Ray Kane,** Executive Director, Human Capital Solutions, Allegis Global Solutions

10:00  **Morning Refreshment & Networking Break In The Networking Lounge**

10:45  **PANEL DISCUSSION: Procurement’s Role in Pushing Molecules Through the Pipeline**

You are in the business of delivering breakthrough medicines to patients. In the shift away from paper pushing POs, how can you better support these goals? How can you put an appropriate level of focus on innovation and know what the business needs?

Panelists will discuss:
- Opportunities to drive productivity across the organization to support the science
- Collaborating internally to simplify processes to cut down cycle time
- What can be done in advance to systematize buying, from robust contract templates to pre-negotiated pricing arrangements with KPIs

**Gerard Cardillo**, Interim Head of Procurement, Biotech
AstraZeneca

**Dennis Truax**, Senior Director, Procurement, Research and Development
Eli Lilly and Company

**Christopher Calabretta**, Global Procurement Leader Direct Materials Biologics & Vaccines
Johnson & Johnson

11:25  **INNOVATION SPOTLIGHT: Breaking the Procurement Outsourcing Mold: Looking Beyond Traditional BPO**

In the pharmaceutical industry, the reasons to outsource strategic sourcing duties remain valid - getting access to a team of procurement subject matter experts with knowledge of the industry’s best practices and regulations, the lack of ROI associated with adding resources to manage every spend category, and the need maintain if not decrease headcount, to name a few. But once the savings are achieved, the business case for traditional outsourced...
procurement can seemingly fade away – especially if the solution is not scalable. This talk will demonstrate how to stay ahead of the curve to maximize your ROI in both the short- and long-term and enable your organization to meet its current and future objectives.

Joe Payne
VP Professional Services
Source One Management Services LLC

11:35 Roundtable Discussion Hour

Be sure to join these interactive roundtable sessions and take a deep dive into the specific areas you came to discuss. Opportunities to sit and learn from life science executives like these do not exist elsewhere. Take control of your own event experience. Don't be shy! Ask questions (or answer them!) of other conference attendees who are dealing with the same challenges as you.

· Network with industry peers with very similar challenges, interests and responsibilities
· Take a deep dive into a niche topic in an intimate and informal setting moderated by a subject matter expert
· Don't miss out on the discussions you want to participate in—you'll get to select a new topic after 30 minutes

Roundtable Discussions:
1. Collaborating With Internal Partners and Making Suppliers’ Innovation Accessible
   Tanya M Momtahen
   Vice President, Global Scientific & Clinical Procurement
   Sanofi

2. Understanding Prescriber Behavior and Leveraging Clinical Content in the Dawn of the Sunshine Act
   Nicole Woodland-DeVan
   SVP Buying Services and Deliverables
   CMI/Compas

3. From Decentralized to Centralized, Building a Successful Strategic Sourcing Organization
   Tina Trueba
   Executive Director, Global Strategic Sourcing and Financial Operations
   Celgene

4. Automation of the Tactical to Reduce Costs and Focus on the Strategic
   Ray Kane
   Executive Director, Human Capital Solutions
   Allegis Global Solutions

5. Dot the Is and Cross the Ts: Remaining Vigilant in Supply Chain Compliance
   Speaker to be Confirmed

   Speaker to be Confirmed

Interested in being a part of the conversation? Give Evan Speight a call to find out more about opportunities to get in front of pharmaceutical sourcing experts. (646) 200.7828 or via email, evan.speight@wbresearch.com

12:40 Lunch
Day 1 Continued

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“\[quote\]The Procurement team at Shire found the ProcureCon Pharma conference to be outstanding. We enjoyed the presentations, networking and value-added content. The discussions were especially meaningful due to the strong caliber of the attendees. Look forward to next year’s event!\[quote\]”

Bill Dempsey, Formerly, Head of Global Procurement, Shire
Day 1 Continued

2:10 PANEL DISCUSSION: Enhance Internal Partnerships to Drive Value
Now that you’ve got the eyes and ears of internal business owners, how will you make the most of this opportunity? How can you work more closely to deliver the most value to the business?

Find out how to:
· Get visibility into major purchases
· Do the work up front and drive understanding of the value of preferred suppliers
· Determine what kinds of SRM approaches are needed for the products they support
· Keep up the flow of communication between business review meetings to get information and support

Rich Grueter
Senior Manager, Strategic Procurement
Astellas US LLC

Jill Rankin
Global Sourcing Category Manager
Boehringer Ingelheim

Raphael Kleinmann
Director, US Procurement
Ferring Pharmaceuticals

Lisa Khan
Senior Director, Professional Services
Mylan

PANEL DISCUSSION: Open Up To Suppliers to Advance Supplier Relationship Management and Innovation
What would happen if you cut through the red tape and opened up to suppliers more? If you shared more than you have historically, how many doors would open up for innovation? How could you gain insights into how your competitors are operating? How could working toward a more solid relationship with suppliers payoff dividends with so much work being outsourced?

Find out how to:
· Identify data, including advance forecasts to share with suppliers to start the conversation
· Examine the direction of your suppliers and see how their corporate structure marries with your priorities
· Hear from suppliers about what best in class processes they use with others and how they can help you
· Work with partners to find out how you can improve to be higher on their list

Roberto Vaccaro
Senior Manager, R&D Strategic Sourcing
Amgen

Vimal Gandhi
Associate Director, Global Sourcing and Procurement, Biologics Manufacturing & Device Technologies
AstraZeneca Biologics

Elizabeth Shewell
Senior Director, Outsourcing
Incyte

Gerry Whitlow
Senior Director, Global Procurement
Perrigo

Greg Kresge
Head of Business Development
Tealbook

Daniel Wilson
Director, Corporate and Professional Services Procurement
Teva Pharmaceuticals
Day 1 Continued

2:50 Afternoon Refreshment & Networking Break In The Networking Lounge

3:35 Roundtable Discussion Hour

Be sure to join these interactive roundtable sessions and take a deep dive into the specific areas you came to discuss. Opportunities to sit and learn from life science executives like these do not exist elsewhere. Take control of your own event experience. Don’t be shy! Ask questions (or answer them!) of other conference attendees who are dealing with the same challenges as you.

- Network with industry peers with very similar challenges, interests and responsibilities
- Take a deep dive into a niche topic in an intimate and informal setting moderated by a subject matter expert
- Don’t miss out on the discussions you want to participate in—you’ll get to select a new topic after 30 minutes

Roundtable Discussions:

1. Spend Analytics Simplified to Deliver Savings
   Rembert Gunter
   Director, Purchasing Intelligence and PMO
   Boehringer Ingelheim

2. Cost v. Feelings – Align With Internal Business Owners When You Have Different Goals
   Ahmet Karacaoglu
   Executive Director, Strategic Sourcing & Procurement
   Noven Pharmaceuticals

3. Client Management Strategies to Enhance Engagement Across the Business
   Eric J. Smith
   Procurement Manager
   Straumann USA LLC

4. Driving Value Through Optimal Supplier Relationships – An RFID Case Study
   Akbar Alinani
   Senior procurement leader from a leading global biopharmaceutical company

5. Exploring a Range of Automation Systems and Cloud Platforms to Maximize Demand Management
   Speaker to be Confirmed

6. From Signature to Beyond Contract Termination – Third Party Management to Reduce Risk
   Speaker to be Confirmed

Interested in being a part of the conversation? Give Evan Speight a call to find out more about opportunities to get in front of pharmaceutical sourcing experts. (646) 200.7828 or via email, evan.speight@wbresearch.com

4:40 Descriptive, Predictive, Prescriptive: Spend Analytics Simplified to Deliver Savings

The best CPOs put a priority on spend analytics as a starting point for savings. What are the starting points necessary to start operating in a way that allows you to look in the rearview mirror while assessing the current environment and predicting what lies ahead? What areas can you get a clear picture of and which are more of a brave new world?
Day 1 Continued

Find out how to:
· Look at spend to identify areas that are ripe for support
· Determine where and how to consolidate
· Ensure the spend coming out of ERP systems is as accurate as possible

Rembert Gunter
Director, Purchasing Intelligence and PMO
Boehringer Ingelheim

5:00 PANEL DISCUSSION: Prepare for and Manage Integration During M&A
Now more than ever, pipeline growth is fueled by licensing and M&A activity. Procurement is first in the trenches to partner with legal to figure out structure, impact and how to make things work during M&A. As acquisitions happen, how can you get people on the same page? How can you gain transparency of the supply chain you're inheriting and the risks associated with it? How can you use M&A as a chance to look in the mirror and benchmark against your peers?
Panelists will discuss:
· Collecting contracts when there isn't a central repository or legal team
· Coaching your team on reviewing contracts to establish pros and cons and determine out clauses
· Reviewing contracts and how they will affect spend in other divisions
· Synergizing suppliers common to both companies
· Managing the timeline for integration in 30, 60 and 90 day intervals

Jon Leisner
Assistant Director, Sourcing and Facilities
Albany Molecular Research Inc. (AMRI)
Brett K. Healy
Director Global Procurement
Capsugel
Marianne Levandoski
Vice President, Strategic Sourcing & Procurement
LabCorp
Bhavin Shah
Director, Global Procurement
Pharmacyclics

5:40 Beer and Wine Reception in the Networking Lounge
After a busy day of interactive, solution-focused workshops, relax with fellow speakers and attendees. Take advantage of the opportunity to network, share ideas off-line and check out new products and services from innovative procurement solutions providers.

6:40 End Of Main Day One
Friday, November 6, 2015

MAIN CONFERENCE DAY 2:
PRACTICAL STRATEGIES FOR SOURCING IN A GLOBAL ENVIRONMENT

8:00   Continental Breakfast

8:40   Welcome Remarks
       Marissa Alvord
       Event Director
       ProcureCon Pharma

8:45   Chairperson’s Opening Address

9:00   Take Hold of Opportunities for Scientific Innovation Produced by Global Megatrends
       From pressure on natural resources to global demographic shifts to political change to rapid innovations in science
       and technology, the landscape for healthcare is rapidly changing. Forecasts show healthcare spending is due to
double over the next 10 years as the population ages. How can you take into account these global trends to prepare
for the future? What is on the horizon that you can get ready for now to help deliver products to patients?
       Get insights on:
       · The most pressing global megatrends
       · How they are affecting the health of the national and global populations
       · Where to partner with technological innovators to solve problems of sickness
       Joe Bruns
       Executive Director, Global Head of Oncology Strategic Sourcing and Productivity
       Novartis
       Subs Tripathy
       Director, Global Finance
       Novartis

9:20   PANEL DISCUSSION: Utilizing Contingent Labor Best Practices to Achieve Your Business Objectives
       Business expansion and technologically demanding projects are driving a need for contingent labor, project-based
       services and independent contractors. How does a VMS help companies hire and manage the best workers quickly
       and efficiently?
Day 2 Continued

Gain insight firsthand from current VMS users on:
- How best to align your program goals to those of your business
- Best practices for contingent workforce program design and implementation
- Top reporting strategies for ongoing improvement

**Madeleine Baker**  
Global Category Leader, HR Staffing Services  
**GlaxoSmithKline**

**Noah Borgen**  
Global Procurement Category Lead  
**Johnson & Johnson**

10:00 **PANEL DISCUSSION: Drive Efficiency and Foster Innovation Through Effective Procurement in R&D**

Clinical and non-clinical activities as they relate to R&D are by and large the biggest categories of indirect spend for biopharma. With so many investments being made in drug R&D, how can procurement better support innovation and drive efficiency?

Find out how to:
- Better align with R&D and clinical stakeholders on the strategic side to maintain objectivity in sourcing for a relationship-based category
- Integrate with suppliers and roll out alliance management for the day-to-day operations of outsourced activities
- Work with CROs to define a strategy for data management that can show a broader perspective while being compliant with regulatory rules
- Examine R&D strategic needs at the global level to pinpoint opportunities for procurement participation to drive value and efficiency

**Ratan Ratnesh**  
Director, Clinical Outsourcing  
**Otsuka**

**Matthew Stephens**  
Associate Director, Strategic Sourcing & Purchasing  
**Aeras**

**Frances Grote**  
Senior Director, Clinical Operations Vendor Oversight  
**Biogen Idec**

**James Tornos**  
Senior Director, Global Procurement  
**Pfizer**

10:40 **Morning Refreshment & Networking Break**
Day 2 Continued

11:25  Creating a Flexible Organization and Striking a Balance Between Global Strategies and Working Locally to Deliver Value
What do global strategies look like that can be actioned at local levels? What degree of flexibility is necessary? When establishing global frameworks, how can you be sure they meet varying local and regional rules? How can you relate strategy back to what the business needs without going too far? Find out how to:
· Build in flexibility to your structure to focus on key categories or leverage third parties
· Gain a good understanding of local conditions, country specific and business requirements
· Design category strategies for the global business
· Make sure your strategy delivers what your business partners need
Jayme C. Bombo
Senior procurement leader from a leading global biopharmaceutical company

11:45  Keep the Calm Before, During and After The Storm
M&A activity and shifts in the global economy are pushing procurement to be more nimble and agile than ever before. Regardless of the maturity of your procurement department, or the size of your organization, the need to swiftly and smartly react to major business changes is paramount. The relocation of Shire's headquarters from Chesterbrook, PA to Lexington, MA presented a host of huge changes to the business that everyone can learn from. Gain lessons learned from this major development to be prepared and ready to roll with the punches and the next big changes that will inevitably affect your organization. Gain key learnings to help you:
· Be prepared for the unexpected and know how to respond
· Handle changes in staffing
· Integrate contracts and personnel during M&A
Chantal Sarmanoukian
Head, Global Indirect Procurement
Shire

12:05  Lunch

1:05  CASE STUDY: Innovative Procurement Solutions to Accelerate Pre-Clinical Research
Science is an art, and R&D is undoubtedly lengthy and costly. What opportunities are available for procurement to ease the pains of siloed information, from research to supplier bases? How can tactical functions be automated on the bench to accelerate innovation? How can strategic sourcing initiatives be designed to improve access to a broader market? Find out how the R&D procurement team at AstraZeneca:
· Developed an innovation marketplace to simplify the search
· Embedded information on supplier and services to share knowledge globally
· Reduced cycle time in R&D, leading to significant cost reduction
Brian Bonnell
Global Category Manager, Planning and Resource – Biotech
AstraZeneca
Day 2 Continued

1:25 Roundtable Discussion Hour

Be sure to join these interactive roundtable sessions and take a deep dive into the specific areas you came to discuss. Opportunities to sit and learn from life science executives like these do not exist elsewhere. Take control of your own event experience. Don't be shy! Ask questions (or answer them!) of other conference attendees who are dealing with the same challenges as you.

- Network with industry peers with very similar challenges, interests and responsibilities
- Take a deep dive into a niche topic in an intimate and informal setting moderated by a subject matter expert
- Don't miss out on the discussions you want to participate in—you'll get to select a new topic after 30 minutes

Roundtable Discussions:

1. Take Hold of Opportunities for Scientific Innovation Produced by Global Megatrends
   Joe Bruns
   Executive Director, Global Head of Oncology Strategic Sourcing and Productivity
   Novartis
   Subs Tripathy
   Director, Global Finance
   Novartis

2. Strike a Balance Between Global Strategies and Working Locally to Deliver Value
   Jayme C. Bombo
   Senior procurement leader from a leading global biopharmaceutical company

3. Keep the Calm Before, During and After The Storm
   Chantal Sarmanoukian
   Head, Global Indirect Procurement
   Shire

4. From Data Analytics to Big Data, Riding the Fastly Moving Data Wave to Drive Strategic Value
   Wali Salahuddin
   Senior Manager, Advance Analytics and Data Innovations
   Johnson & Johnson

5. Data Consolidation and Defining Savings to Understand Spend From a Global Standpoint
   Joe O'Brien
   Director, Indirect Procurement
   Teva Pharmaceuticals

6. Scaling Procurement to Grow With the Business
   Kai Ding
   Indirect Sourcing Lead, Global Procurement
   Alexion Pharmaceuticals, Inc.

2:30 End Of ProcureCon Pharma 2015
Allegis Group Services
Allegis Global Solutions is a leader in global talent solutions. To date, we support clients in more than 60 countries through regional hubs, matching our great people with businesses seeking to optimize their permanent and contingent workforce.

We deliver scalable, flexible and customized solutions, shaped around our clients’ unique business requirements and culture. We draw upon decades of industry expertise and market insight to design strategies that work. We develop innovative tools, products and processes that deliver results. And we do all this better than anyone else.

Our passion for talent is the driving force behind everything we do. We live to match exceptional organizations with outstanding people. By creating a culture devoted to great talent, we can deliver client-focused solutions that make a difference for businesses the world over.

CWT
Carlson Wagonlit Travel is a global leader in travel management, helping companies of all sizes optimize their program while providing best-in-class service. Based on a program’s size and scope, we use technology and our expert team to help drive savings while enhancing service and security. Consider:

- Total travel costs can be reduced by 10% using an online booking tool within a managed program
- Many companies don’t capture or leverage hotel expenses; typically 30 to 40% of travel costs
- Traveler compliance is key to data capture: used for air, car, rail, and hotel spend negotiations as well as for emergency traveler tracking
- Average savings of 20% are achieved through consolidation
- Integrating meetings/event spend can tap previously overlooked savings opportunities
- Online, real-time, customized data helps monitor progress, illustrate current savings, and identify future opportunities

Explore how we can help you meet your cost objectives: www.carlsonwagonlit.com

Compas, Inc
Compas, Inc is the leading media procurement company targeting HCPs across all channels in the healthcare industry today. Membership in our exclusive consortium returns dividends quarterly year on year. Our clients benefit from the combined buying power of 50+ pharmaceutical companies and leveraged savings from 200+ premium media partners which yields dividends for reinvestment in projects or back to their bottomlines. Compas can be the professional media procurement partner without any disruption to our clients’ existing media planning agency or vendor relationships.

Hiperos
Hiperos is the market leader in Third Party Management. As companies continue to engage more third parties - suppliers, vendors, contract manufacturers, resellers, service companies, brokers, agents, distributors, contractors, franchisees, affiliates, subsidiaries, joint ventures, captives and other entities – to drive down costs and grow their business and revenues, Hiperos’ highly-acclaimed SaaS-based solution addresses the complex third party management requirements of the Global 2000. Today Hiperos 3PM™ has been implemented by the “Who’s Who” of companies including: Aetna, Alcoa, AON, AstraZeneca, AXA, BB&T, Bank of Montreal, CA Technologies, Charles Schwab, Comerica, Enesco, Huntington Bank, Microsoft, Microstrategy, Mondelez, PNC Bank State Street, Sun Life, TD Bank and United Technologies who recognize that inadequate third party management can result in reputational impact, regulatory exposure and revenue loss.

The Chief Procurement Officers of these companies recognize that in order to realize the expected value of their suppliers, they need a comprehensive third party management platform that engages appropriate stakeholders at the right time, enforces defined processes and integrates with their current sourcing and other systems. Hiperos 3PM™ is exceptional in its proven ability to put you in control by massively reducing the cost of onboarding and ongoing supplier information management, continuously identifying and
managing third party risk – and optimizing the resources associated with third party management.

Whatever your current or future business drivers for third party management, Hiperos is there to support you every step of the way; from initial planning and due diligence, contract risk management, onboarding, supplier information management, to risk management, regulatory compliance requirements, compliance management, and performance management.

Source One Management Services
Source One Management Services, LLC is a highly experienced strategic sourcing and procurement consulting firm that has enriched the procurement capabilities of world-class organizations for more than 22 years. We act as an extension our clients' teams, supplementing their time, expertise and resources with experience, market intelligence, technology and people. Our ondemand services offer the most customizable and best-in-class solutions available for strategic sourcing, benchmarking, supplier relationship management and BPO. Source One’s goal is to provide our clients with tangible results, improved spend management and business cost savings through a partnership-oriented approach. For more information on Source One, visit www.sourceoneinc.com.

Tealbook
Tealbook connects healthcare companies with suppliers that support their business. Inspired by a vision to provide clients with an intuitive online tool that’s always up-to-date, Tealbook helps clients store, organize, find and validate all of their suppliers in a single solution.

Other unique features of Tealbook include easy supplier tagging, client recommendations, a social media dashboard that captures relevant industry news and trends, and even the ability to collaborate with colleagues on an RFI. Ultimately, Tealbook seeks to make the RFP process simpler, targeted and more efficient for both clients and suppliers.

Insights gathered from Tealbook will expand procurement’s marketplace knowledge, improve category expertise and offer a new level of visibility to services purchased across an organization. With this knowledge, procurement can continue to earn its seat at the executive table, supporting the business with supplier lead solutions that deliver top and bottom line value to an organization.

For more information, visit www.tealbook.com

ZS Associates
At ZS, we help companies grow by focusing exclusively on the two areas of the business that generate customer demand—sales and marketing. From our 21 offices around the world, our experts deliver sales and marketing consulting, outsourcing, technology and software solutions that allow our clients to make smarter decisions faster and more cost effectively. For more than 30 years, we have helped life sciences companies meet their commercial strategy, market research and business analytics needs through a unique combination of deep industry knowledge and attention to understanding their challenges and opportunities. To learn more about ZS, visit us at www.zsassociates.com.

“With high level executives from the most respected Life Sciences firms sharing thought leadership and proven approaches to achieving excellence in procurement, ProcureCon Pharma 2014 was the best event of its kind in 2014. The lessons learned and connections made will return immeasurable value. A high impact, well organized event that will yield tremendous results. Can’t wait for ProcureCon Pharma 2015.”

Brian Shaw, Account Manager, Hiperos
MEDIA PARTNERS

PharmaVOICE
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 and the VIEWs. 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.

My Purchasing Center
My Purchasing Center™ is a website designed to provide the essential information required by purchasing and procurement management professionals to keep their companies competitive in a dynamic global marketplace. My Purchasing Center™ reports news, pinpoints trends, interprets events and presents proprietary pricing and supply data through unique content developed through its editorial staff, strategic content partnerships and by creating an online hub for information.

Next Level Purchasing
Next Level Purchasing is a leading provider of online training for purchasing professionals. Its training includes the SPSM and SPSM2 Certification Programs for world-class supply management success, which enable organizations to lower costs, support operations, and reduce risk by improving purchasing processes and expanding the capabilities of supply management organizations.

The Paypers
The Paypers is the Netherlands-based leading independent source of news and intelligence for professionals in the global payment community. Our products are aimed at merchants, payment services providers, processors, financial institutions, start-ups, technology vendors and payment professionals and have a special focus on all major trends and developments in payments-related industries including online and mobile payments, online/mobile banking, cards, cross-border e-commerce, e-invoicing and SEPA. We are also keen on keeping our readership informed with regard to online fraud prevention innovations and the most significant trends in the e-identity space.

Supply & Demand Chain Executive
Supply & Demand Chain Executive is the executive’s user manual for successful supply and demand chain transformation, utilizing hard-hitting 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. Supply & Demand Chain Executive is a publication of Cygnus Business Media. On the Web at www.SDCExec.com and on smartphones and tablets at www.SDCExec.com/mobile

Supply Chain Brain
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.
Supply Chain World

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 print and digital issue highlights best-practice strategies and tactics to help our readers move products and information more efficiently and compete in the 21st century’s linked economy.

In every issue, Supply Chain World’s editors profile the leading companies in supply chain management across multiple industries, including retail, manufacturing and healthcare. Whether the goal is to tap into the benefits of third-party logistics or to learn how to partner more efficiently with suppliers, Supply Chain World keeps its readers up to date on the latest developments, trends, and strategies. www.scw-mag.com

The Logistics Institute

The Logistics Institute is Canada’s premier Supply Chain Logistics professional body and the only organization in the world delivering P.Log certification programs. The Institute works with private and public sector groups around the world to:

- Establish SCL competency and productivity standards from entry to executive.
- Enhance career mobility of professionals, from school-to-work transition to leadership development.
- Deliver programs from tactical to strategic competencies, leading to P.Log certification.
- Design workforce development strategies for companies and governments.
VENUE & ACCOMMODATIONS

Hilton Philadelphia at Penn's Landing - Formerly Hyatt Regency Philadelphia

201 S Columbus Blvd
Philadelphia, PA 19106
Tel: 215.928.1234

Rate & Reservations
ProcureCon Pharma has secured a special conference rate of $209 a night (plus tax CP) for attendees. In order to make your reservation, please call the Hilton Philadelphia at Penn's Landing at (215) 521-1234 or 1-888-421-1442 and identify yourself as a ProcureCon Pharma. Rooms are limited and are on a first come, first served basis, so make your reservations as soon as possible. The special rate expires October 13, 2015. After this date, rooms may still have available, so inquire with the hotel if you have missed the cut-off date.

Great hotels offer more than just a good night's sleep. At Hilton Philadelphia at Penn's Landing you'll enjoy luxury living, surrounded by endless new experiences, with unique surprises at every turn. Stroll along one of the most historic miles in America, just steps from our doors. Icons of our nation's foundation abound mere moments away. Walk from our hotel to the Liberty Bell Center, Independence Hall, the Betsy Ross House, National Constitution Center and Old City Philadelphia. Gallery-hop by day and attend a live theater performance at night. Or shop to your heart's content at some of the area's best boutiques. Explore everything there is to see and do in the very heart of the nation's birthplace.
PRICING & DISCOUNTS

Discounts for Pharma, Biotech and other Healthcare Manufacturers:

<table>
<thead>
<tr>
<th>Discount Type</th>
<th>Until July 31</th>
<th>Until Aug 29</th>
<th>Until Sept 30</th>
<th>Standard Price</th>
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<tr>
<td>Three Day Conference (November 4-6, 2015; Includes Practitioner-Only Day on November 4)</td>
<td>$1,499</td>
<td>$1,599</td>
<td>$1,699</td>
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Special Group Discounts for Qualified Procurement Practitioners

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<th>Group Size</th>
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<tr>
<td>Groups of 3-4</td>
<td>25% off the above tier price</td>
</tr>
<tr>
<td>Groups of 5+</td>
<td>30% off above tier price</td>
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<td>Groups of 8-12</td>
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Standard Rate:

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<th>Discount Type</th>
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<tr>
<td>Two Day Conference (November 5-6, 2015)</td>
<td>$2,799</td>
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</table>

To secure your team discount, call John French at 416.597.4766 or email him at john.french@wbresearch.com

- Discount price available for Pharma, Biotech and other Healthcare Manufacturers only. Standard rate pertains to all others, including solution providers.
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- Connecticut residents must add 6% sales tax to their registration fee.

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