

DCAT
Sharp
Sourcing
2018

Learn. Connect. Optimize.

TUESDAY, JUNE 26, 2018

HYATT REGENCY HOTEL, NEW BRUNSWICK, NEW JERSEY



EDUCATION FORUMS · NETWORKING · KEYNOTE SPEAKER



Keynote Speaker:

Chairman & CEO of Corning Inc.

WENDELL P. WEEKS

"Driving Supplier-Enabled Innovation"



About 2018

With Specialized Suppliers' and Buyers' Forums!

TRACK 1 ► MORNING SUPPLIERS' FORUM

Morning Session - Suppliers' Forum: CDMOs, CMOs, and Suppliers will start the day in a forum of their peers that will allow them to gain customer-centric insights through presentations and Q&A, on:

- **CDMO/CMO Market/Financial Overview:** Get an investment perspective on the key trends and financial performance driving the CDMO/CMO market.
- **Outsourcing strategies - End-to-End Service Models:** Learn of one pharmaceutical company's decision criteria and project management in an end-to-end (active pharmaceutical ingredients and drug products) service model.
- **Outsourcing Strategies - Specialized Technologies:** Understand criteria in selection and supplier evaluation of CDMOs/CMO with specialized technologies, including high-potency manufacturing.

Who should attend: The Suppliers' Forum is designed for C-suite, senior, and mid-level executives from contract service providers and suppliers of products and services used in chemical, biopharmaceutical, and pharmaceutical development and manufacturing, packaging, and the related supply chain. Key job functions of attendees include: Business Development, Sales, Marketing, Project Management, Development, and Manufacturing.

TRACK 2 ► MORNING BUYERS' FORUM

Morning Session - Buyers' Forum: Sourcing, Procurement, and Supply Management professionals will begin the day in the Buyers' Forum with insights from their peers and industry experts featuring presentations and Q&A on:

- **Strategic Partnerships - Partner Differentiation:** Learn of a differentiated partnering program to identify and realize sustained benefits along the nodes in the supply chain.
- **Value Creation - Technology and Manufacturing Capacity:** Investment by pharmaceutical companies and suppliers in manufacturing capacity and technology represents a fully strategic partnership. Learn from first-hand experience on when it is right to make such a move.
- **Emerging Technologies - Blockchain:** Learn of current and future use of blockchain in sourcing and procurement.

Who should attend: The Buyers' Forum is designed for C-suite, senior and mid-level executives in sourcing, procurement, and supply management of direct materials used in pharmaceutical and biopharmaceutical development and manufacturing, packaging, and the related supply chain.

JOINT AFTERNOON SESSION

Buyers and Suppliers will attend this session with presentations and Q&A featuring:

- **Straight Talk - From the Buy and Sell Side:** Featuring co-presentations of pharmaceutical companies and suppliers, this session offers candid perspectives on real-world challenges that arise in a campaign and how partners resolved those issues.
- **Digital Strategies for Sourcing:** Learn how Artificial Intelligence and advanced analytics are and can be used in sourcing.

Keynote Address - Driving Supplier-Enabled Innovation: Wendell P. Weeks, Chairman and CEO, Corning Incorporated

Networking Reception: Plan to stay and enjoy this time for networking!

For sponsorship opportunities and branding opportunities, please contact Lauryn Kuna at 1-848-469-1171 or lkuna@dcat.org

EVENT SCHEDULE

MONDAY, JUNE 25TH

8:00pm
to 10:00pm

"Night Before" Welcome & Networking
(Glass Woods Tavern, Hyatt Regency)

ALL REGISTRANTS

TUESDAY, JUNE 26TH

8:30am
to 9:30am

Registration & Continental Breakfast*

TRACKS 1 & 2

9:30am
to 11:30am

Suppliers' Forum

TRACK 1

Buyers' Forum

TRACK 2

11:30am
to 12:00pm

Networking/Business Card Exchange*

TRACKS 1 & 2

12:00pm
to 1:00pm

Lunch for All Attendees

TRACKS 1 & 2

1:00pm
to 4:30pm

Joint Afternoon Session*

TRACKS 1 & 2

1:00pm

Welcome and Opening Comments

TRACKS 1 & 2

1:10pm

Straight Talk - *From the Buy and Sell Side*

TRACKS 1 & 2

2:55pm

Break

TRACKS 1 & 2

3:15pm

Digital Strategies in Sourcing and Procurement

TRACKS 1 & 2

3:45pm

Keynote Address: Driving Supplier-Enabled Innovation
Wendell P. Weeks, Chairman and CEO, Corning Incorporated

TRACKS 1 & 2

4:30pm
to 6:00pm

Networking Reception

TRACKS 1 & 2

*Program is for all attendees.

TRACK 1 ▶ Suppliers' Forum (Morning Session)

Small-to-mid-sized pharmaceutical companies are an important customer base for suppliers, CDMOs, and CMOs. Learn about key trends and first-hand experience from pharma companies on issues impacting the customer-supplier relationship.

CDMO/CMO Market/Financial Overview:

Get an investment perspective on the key trends and financial performance driving the CDMO/CMO market, including key developments in supplier expansions and mergers and acquisitions.

- **Brian Doyle**, *Managing Director and Partner, William Blair & Company*

Outsourcing Strategies - End-to-End Service Models:

Is an end-to-end (active pharmaceutical ingredients and drug products) service model within one CDMO/CMO the best partnering choice? What are the benefits and limitations of employing such an approach? Learn of one pharmaceutical company's decision criteria and project-management approach in using end-to-end service providers.

- **Rick Panicucci**, *Senior Vice President, Chemistry, Manufacturing and Controls (CMC), QED Therapeutics*

Outsourcing Strategies - Specialized Technologies:

What do pharmaceutical companies consider in selecting CDMOs/CMO with specialized technologies, including high-potency manufacturing? Learn from one pharmaceutical company on the approach it takes in CDMO/CMO selection and management in partnering for specialized manufacturing technologies.

- **Simon McGurk, PhD**, *Executive Director, Drug Product Development and Analytical Development, TESARO, Inc.*

TRACK 2 ▶ Buyers' Forum (Morning Session)

Learn from your peers and industry experts in sourcing, procurement, and supply management on the following topics to help drive your business forward.

Partner Differentiation:

In today's sourcing environment characterized by multiple changes, increased competition and higher expectations, it is necessary to develop partnerships with strategic suppliers to achieve more sustainable competitive advantage and to drive superior performance. This presentation will focus on a partnership process at a high level with an emphasis on a differentiated partnering program to identify and realize sustained benefits along the nodes in the supply chain.

- **Nuria Ramirez**, *Procurement Program Lead and Senior Director, Janssen Supply Chain Procurement, Johnson & Johnson*

Value Creation - Technology and Manufacturing Capacity:

Investment by pharmaceutical companies and suppliers in manufacturing capacity and technology represents a fully strategic partnership, but when is it right to make such a move? What is needed from each partner to make such a project work? Learn from the partnership between Pfizer and GE Healthcare in bringing to fruition a new \$350-million Global Biotechnology Center in Hangzhou, China that features an advanced modular manufacturing facility based on single-use biomanufacturing technology.

- **Roberto Silveira, PhD**, *Vice President, Biotechnology Aseptic Sciences Group, Pfizer*
- **Andreia Racioppi**, *Executive Director, Global Strategic Accounts, GE Healthcare Life Sciences*

Blockchain in Sourcing and Procurement:

Blockchain is an emerging technology to enable improved supply-chain governance. So what is all the buzz about blockchain, and is it a valuable tool for sourcing and procurement? How is it now being applied in sourcing and procurement in the pharmaceutical industry and outside the industry? Learn to see if blockchain should be on your company's radar.

- **Ben Aylor**, *Senior Partner and Managing Director, The Boston Consulting Group*

Joint Afternoon Sessions (Tracks 1 & 2)

Straight Talk - From the Buy and Sell Side: Featuring co-presentations of pharmaceutical companies and suppliers, this session offers candid perspectives on real-world challenges that arise in a campaign and how partners resolved those issues.

Cost-Competitive Manufacturing through Collaboration and Relationship Management:

Merck's antibiotic portfolio requires compliant, cost-competitive manufacturing of beta-lactam intermediates that are hard to source due to stringent segregation requirements. Merck looked to create a cost-competitive manufacturing center of excellence that also provided regulatory, quality, and EHS compliance. Learn how Merck and Asymchem partnered from reconfiguring a CMO site into a beta-lactam facility, the initial challenges, and the evolution of collaboration and relationship management.

- **Prashant S. Savle, PhD**, Director, Commercialization Projects, Global Procurement, Merck & Co., Inc.
- **James R. Gage, PhD**, Chief Scientific Officer, Asymchem

Partnering for Security of Supply:

The success of a business's global supply chain depends on managing and mitigating risks and working with partners to achieve security of supply. Teva Pharmaceuticals and Amcor will provide lessons learned on how they resolved a potential disruption in supply of packaging materials using an advanced sourcing approach with upstream suppliers. They will discuss how they addressed short-and longer-term supply needs, enabled qualification of alternative product choices, and managed inventory and cost.

- **Daniel J. Hoey**, Senior Vice President, Global Supply Chain, Global Operations, Teva Pharmaceuticals
- **Graham Degn**, Site Head, Procurement, Teva Pharmaceuticals
- **Art Castro**, Vice President, Sales, Global Pharma, Amcor

Launching Innovative Oncology Drugs Through External Collaboration - Specialized Technologies and Accelerated Timelines:

Oncology is the largest therapeutic market sector in the global pharmaceutical industry, and it presents opportunities for promising drug candidates and commercial products. Those opportunities, however, also can come with unique challenges in drug-substance development and manufacturing, especially for a biotech company that relies on contract development and manufacturing organizations (CDMO). TESARO, Inc., and WuXi STA will provide their experience in developing a small-molecule oncology drug and the approaches they took for a project requiring specialized technologies in potency manufacturing under rapid timelines from development to commercial launch.

- **George Wu, PhD**, Vice President and Presidential Fellow, Pharmaceutical Sciences, TESARO, Inc.
- **Tangqing Li, PhD**, Executive Director, Project Management, STA Pharmaceutical, a WuXi AppTec company

Digital Strategies for Sourcing and Procurement:

In an era when chief procurement officers (CPOs) are trying to unlock the next gear of productivity, how can Big Data capabilities be used to transform procurement and sourcing practices? Gain first-hand insight from a CPO with experience gained from Fortune 500 companies Biogen, Kraft, and Kellogg's on how Big Data tools and a new methodology, "constraintless bidding," can be used to drive savings and value. Learn how a robust Big Data analytics strategy is a gateway to transition "analog" procurement practices into "digital" practices by enabling the application of robotic process automation (RPA), machine learning, natural language processing, and artificial intelligence.

- **Walter Charles**, Senior Vice President and Chief Procurement Officer, Allergan

DRIVING SUPPLIER-ENABLED INNOVATION

Speaker: **Wendell P. Weeks, Chairman and CEO, Corning Incorporated**

What does it take to bring supplier-enabled innovation to fruition? Learn of the key success factors to build truly collaborative partnerships and to execute a winning strategy.

Wendell Weeks, Chairman and Chief Executive Officer (CEO) of Corning Incorporated, will share his insights and lessons learned from his 35-year career with Corning with examples from the company's work with partners such as Apple Inc., Samsung Electronics Co., Ltd., Ford Motor Company, Verizon, Sharp Corporation and most recently, Pfizer, Inc. and Merck & Co., Inc.



In 2017, Corning announced a planned investment of \$4 billion with the introduction of a new product, Corning Valor Glass, for parenteral drug packaging that was the outgrowth of its partnership with Merck & Co., Inc. and Pfizer, Inc., which provided insights on pharmaceutical formulation and manufacturing processes.

As a result of the companies' common goal to improve glass quality and promising results from initial testing, Corning is making an initial investment of \$500 million as the first part of planned investment of \$4 billion. Mr. Weeks will discuss the structure and governance of the collaboration and how the companies partnered in new product development, including addressing ways to lower systems costs and improve manufacturing efficiency, in order to bring the product to market.

REGISTRATION REQUIREMENTS

To deliver targeted insight and create a comfortable environment for attendees, DCAT and its planning committees respectfully require that:

- Suppliers' Track attendees only be from contract service providers and suppliers
- Buyers' Track attendees' primary job functions are sourcing, procurement, and supply management

DCAT reserves the right to reassign registrants to the appropriate track.

LODGING

Join us for this important DCAT event at:

Hyatt Regency New Brunswick

Two Albany Street

New Brunswick, NJ 08901

Special Sharp Sourcing Room Rate:

The DCAT organization has arranged for a special room rate for this event of **\$172.00** per night.

Hurry, this rate will only be available through **Monday, June 4th.**

Book Your Room:

Book your room by calling the Hyatt Regency at **1-888-421-1442. Be sure to mention Sharp Sourcing 2018!**

REGISTRATION

Suppliers' Track 1 & Buyers' Track 2:

- Member Company Registration - **\$269.00**
- Non-Member Company Registration - **\$509.00**
- Walk-in Registration (additional fee) - **\$25.00**

Cancellation/Refund Policy:

If you would like to cancel your registration for DCAT Sharp Sourcing and receive a full refund of your payment, you must do so by contacting the DCAT organization at **1-800-640-DCAT** by **Friday, June 22, 2018 (5:00 pm ET)**. Requests for cancellation after **Friday, June 22nd, 2018 (5:00 pm ET)** will be subject to a processing fee or a deduction based on food and beverage guarantees made to the venue. Refunds will not be provided for no-shows.

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