

YOU ARE INVITED TO JOIN



2012 Tufts CSDD Executive Forum

*A series of highly interactive one-day
roundtable discussions for senior R&D
leaders, hosted by the Tufts Center for
the Study of Drug Development*

EXECUTIVE FORUM



Tufts Center for the
Study of Drug Development

TUFTS UNIVERSITY



2012 Tufts CSDD Executive Forum

Roundtable I: Thursday, February 23, 2012

Managing the Transition from Nonclinical to Early Clinical Development

Many companies are focusing on the transition from nonclinical to clinical drug development as an area where improvements in R&D efficiency and productivity can be achieved. To kick-off this roundtable, Tufts CSDD will present data from its recent multi-company benchmarking project on the topic. Companies will then discuss specific strategies for bridging the gap between nonclinical and clinical development.

Roundtable II: Thursday, May 17, 2012

Academic-Industry Partnerships: Opportunities and Pitfalls

Partnerships between academic research centers and research-based pharmaceutical companies are a growing trend. These partnerships help industry control R&D spending and overhead, and allow academia to generate new revenue streams. Whereas both sectors have a common goal of improving healthcare by providing newer and better treatments for patients, there are significant challenges in optimizing the value of these relationships. This roundtable will assess the structure and function of existing academic-industry partnerships, and will examine strategies for increasing partnership value.

Roundtable III: Thursday, September 13, 2012

The Changing Landscape for Technical Services Outsourcing

In a recent analysis, Tufts CSDD documented an increased reliance by companies on technical services outsourcing – including clinical supplies, heart assessment, and others – to boost efficiency and productivity. This roundtable will open with a presentation of Tufts CSDD findings, followed by companies describing their strategies for improving the return on relationships with technical services outsourcing providers.

Roundtable IV: Thursday, November 1, 2012

Development Strategies for Companion Diagnostics

Across the biopharma sector, companies are increasing their focus on the development of targeted medicines to address the needs of patient subpopulations. However, these targeted therapies require companion diagnostics to ensure that the right person gets the right drug at the right dose. Whereas many companies are exploring new approaches to managing the concurrent development of diagnostics, there is no consensus on an optimal strategy. This roundtable will review current approaches taken by drug companies for the development of companion diagnostics.



Now in its fifth year, the **Tufts CSDD Executive Forum** provides members with the opportunity to share ideas with colleagues, and discuss experiences with different R&D practices and strategies. Hosted by Tufts CSDD at its Boston office, roundtables are held quarterly, and run from 10am to 4pm.

Each roundtable opens with a Tufts CSDD presentation of current research findings, and is followed by industry speakers who present case studies on their companies' experiences. Open discussion by all attendees generates a lively exchange on the pros and cons of different approaches to solving specific R&D management challenges, and identifies best practices across the industry.

Membership in the Tufts CSDD Executive Forum includes:

- Complimentary registration for two representatives per member organization at each quarterly roundtable
- Subscription to the **Tufts CSDD R&D Management Report**, summarizing the main discussion points of each roundtable
- Presentations by Tufts CSDD senior research staff on critical industry topics
- Unique opportunity to network with industry colleagues

Cost of Membership

Annual membership to the **Tufts CSDD Executive Forum** is \$7,600. Membership provides admission for two individuals from the member company to attend each of four (4) consecutive roundtables, commencing with enrollment date. Note that annual membership for Tufts CSDD sponsoring companies is \$6,400 – a 15% savings. (Visit our website for more information on Tufts CSDD sponsorship).

To become a member of the **Tufts CSDD Executive Forum**, or to learn about attending individual roundtables as a non-member, visit our website: http://csdd.tufts.edu/courses/executive_forum



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February 23 · May 17 · September 13 · November 1

“... an excellent opportunity to exchange ideas and discuss R&D trends with a focused group of senior leaders from a wide variety of firms within the bio-pharmaceutical industry. Common themes emerge despite the different size and focus of the companies represented.”

Paul Biondi, Vice President, R&D Operations, BMS



ABOUT TUFTS CSDD

The Tufts Center for the Study of Drug Development provides strategic information to help drug developers, regulators, and policy makers improve the process of pharmaceutical and biopharmaceutical innovation. Tufts CSDD conducts research, publishes bi-monthly and quarterly reports, hosts on-site senior executive roundtables, and provides professional development courses and workshops.

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