

4th International Congress

Discovery Partnerships

The only non-clinical innovation-driven discovery partnerships congress in Europe!

Comprehensive strategies for structuring and funding innovation-driven non-clinical co-operations with academia, CROs and biotechs!

© pixelfabrik - Fotolia.com

25 – 26 February 2013 | Mövenpick Hotel Berlin, Germany www.discovery-partnerships.com/MM

15 Confirmed companies include:

- Novartis Pharma AG
- Merck Serono
- Reciprocal Minds Limited
- Orion Corporation ORION PHARMA
- GlaxoSmithKline plc
- ALMIRALL S.A.
- Asclepia MedChem Solutions
- BioTOP Berlin-Brandenburg
- Leibniz Institute for Molecular Pharmacology (FMP)
- Structural Genomics Consortium University of Oxford
- Alzheimer's Research UK
- TES Pharma S.r.l.
- University of York
- Vernalis plc
- AstraZeneca Ltd.

Join our faculty of experts and gain valuable input on the following topics:

- Establish **transactional** and **co-creative** collaboration by recognizing the **skills, capabilities** and **competencies** required to succeed in **cross-cultural collaborations**
- What **factors** are essential for the **build-up** of **early-stage teams**? What **leadership models** will be necessary? Learn how to increase the **effectiveness** of your teams!
- Learn how to maximise **pre-competitive research** by designing a **public-private working model** which includes **leverage** of **funds** and **mitigating risks** from the start!
- Identify **new collaboration opportunities** by understanding the **European Strategy Forum on Research Infrastructures (ESFRI)** Roadmap

Highlight Speakers:



Dr. Hans Widmer,
Executive Director BioMedical Research,
Novartis Pharma AG, Switzerland



Dr. Terry Reed,
Alliance Manager in Science and Technology
Licensing within the Strategic Partnering and
Business Development function at
AstraZeneca, UK



Dr. Garry Pairaudeau,
Global Head of Research Outsourcing,
AstraZeneca Ltd., UK



Prof. Dr. Antti Haapalinna,
Vice President R&D,
Orion Corporation ORION PHARMA, Finland

Researched and developed by



Supported by





Discovery Partnerships

Conference day one | Monday, 25 February 2013

08:45 Registration & coffee

09:15 Chairman's welcome & opening address



Dr. Frederik Deroose,
CEO,
Asclepia MedChem Solutions, Belgium

Facts and figures on early-stage discovery partnerships: past, present and future

09:30 **Paradigm shift in the pharma industry and its impact on partnerships: collaboration vs. outsourcing**

- The decrease in in-house innovation capacities
- What do we understand under early-stage innovation and how partnerships should work towards achieving it
- Aligning the different aspects of innovation: scientific, technological, corporate culture, patients and collaboration
- Organizational transformation: will pharma companies be merely big marketing and sales agencies?
- The impact on CROs: the shift from vendors to partners
- Implications on collaboration models



Dr. Frederik Deroose,
CEO,
Asclepia MedChem Solutions, Belgium

10:05 **Who is Who and Refreshment break**

Connect in an informal way with your industry peers!



11:00 **Collaboration to realize innovation in drug discovery**

- The technology cycle – lessons of the past twenty years
- The scope for innovation in modern drug discovery
- The challenges for integration of new technologies
- Models of collaboration that have worked



Prof. Roderick E. Hubbard,
Senior Fellow,
Vernalis plc and Professor at the University of York, UK

11:35 **"If you want to go fast, go alone. If you want to go far, go together!" - The skills, activities and attitudes for successful co-creative collaboration**

- Understanding the nature of transactional and co-creative collaboration
- Recognise the skills, capabilities and competencies required to maximise success in cross cultural collaborations
- Build the ability to empower innovation in collaboration
- Explore ways of working to manage risk



Dr. Andrew Alexander Parsons, Director at **Reciprocal Minds Limited** and former VP Preclinical Drug Development, External Discovery,
GSK, UK

12:10 Networking luncheon

Legal and IP models – matching the right legal framework to the business model

13:40 **Key factors in understanding, managing and optimizing legal models of partnerships**

- Matching the right legal framework to your business model
- Partnerships & alliances vs. outsourcing – different set of legal considerations
- Contract termination and exit strategies
- Future Outlook



Dr. Terry Reed, Alliance Manager in Science and Technology Licensing within the Strategic Partnering and Business Development Function,
AstraZeneca, UK

Business models and strategies for successful co-operations

14:15 **Strategic partnerships and external collaboration**

- Classification on collaborations and key principles for enhanced joint research
- Metrics in discovery projects - what and why?

- Increase productivity with partnering?
- Comparison of internal and partner/collaboration projects - Resources needed
- A few examples of different kind of collaboration models with a few important lessons learned for successful collaboration



Prof. Dr. Antti Haapalinn,
Vice President,
Orion Corporation ORION PHARMA, Finland

14:50 **CRO partnerships to support discovery research in AstraZeneca**

- AstraZeneca outsourcing strategy
- Creating a partnership
- Infrastructure and operating model to support collaboration



Dr. Garry Pairaudeau, Global Head of Research Outsourcing,
AstraZeneca Ltd., UK

15:25 Refreshment and networking break

Team build-up, leadership and research infrastructures for early-discovery enhancement

15:55 **EU-OPENSREEN – Building a pan-European resource and infrastructure to support chemical biology research**

- European Strategy Forum on Research Infrastructures (ESFRI) Roadmap
- EU-OPENSREEN as a pan-European research infrastructure for chemical biology – the overall concept
- EU-OPENSREEN's mission and main elements
- EU-OPENSREEN's activities and operation
- Collaborations with industry: pharma and biotech



Dr. Ronald Frank, Head of Chemical Systems Biology Research Group, Coordinator of EU-OPENSREEN,
Leibniz Institute for Molecular Pharmacology (FMP), Germany

16:30 **Deep dive**



How will next-generation alliances look like? Brainstorming session for defining up-to-date models

- Who are the key players? The balance between shareholders expectation and getting the right R&D partners
- Reality check – Is the trend of offshoring chemistry to China/India over?
- Using new mediums: networked research through social media
- Challenges and reservations
- Suggestions for possible models?

Moderator:

Dr. Andrew Alexander Parsons, Director at **Reciprocal Minds Limited** and former VP Preclinical Drug Development, External Discovery, **GSK, UK**

Panelists:

Prof. Roderick E. Hubbard, Senior Fellow, **Vernalis PLC** and Professor at the **University of York, UK**

Dr. Frederik Deroose, CEO,
Asclepia MedChem Solutions, Belgium

Dr. Garry Pairaudeau, Global Head of Research Outsourcing,
AstraZeneca Ltd., UK

17:00 Summary & Closing remarks day 1
End of day one

17:10 IQPC and the Mövenpick Hotel Berlin invite you to an evening reception with drinks. This is an excellent opportunity for you to meet the other attendees and make new business contacts.





Discovery Partnerships

Conference day two | Tuesday, 26 February 2013

08:00 Registration & coffee

08:30 Chairman's welcome & opening address



Prof. Dr. Antti Haapalinnna,
Vice President R&D,
Orion Corporation ORION PHARMA, Finland

Team build-up, leadership and research infrastructures for early-discovery enhancement

08:45 **Increasing effectiveness of drug discovery projects teams**

- Success factors of early-stage drug discovery teams
- Challenges and leadership models to address them
- Innovation through internal and external collaboration



Dr. Hans Widmer,
Executive Director BioMedical Research,
Novartis Pharma AG, Switzerland

Public-private partnerships and research networks – Finding the best model for working with academia and research funds

09:20 **Public Private Partnerships – a working model for open innovation in drug discovery**

- Benefitting from pre-competitive research – getting access to expertise and facilities, leveraging funds and mitigating risks
- Promoting the development of new medicines and placing all information and know-how into the public domain without restriction
- Engaging academia with large pharmaceutical companies in precompetitive research of 3D structure of proteins to facilitate the discovery of new medicines
- Generation of open-access chemical and biological probes to enable target validation



Dr. Wen Hwa Lee,
Strategic Alliances Manager, Structural Genomics Consortium (SGC),
University of Oxford, UK

09:55 Refreshment and networking break

10:25 **Public Private Partnership as a strategic tool for innovation – Lessons from Berlin**

- New formats for projects between academia and industry
- The importance of portfolio development
- Transfer Centres
- Cross-regional innovation



Dr. Kai Uwe Bindseil,
Managing Director BioTOP Berlin-Brandenburg and Cluster Manager Health Capital,
BioTOP Berlin-Brandenburg, Germany

11:00 **Alzheimer's Research UK – an integrated research strategy to accelerate progress to medicines**

- The pathology of Alzheimer's disease
- Current status of clinical trials and the way forward for clinical development
- ARUK's integrated research strategy
- Finding the right funding mechanisms for next-generation discovery partnerships models
 - Public funding
 - Charity funds



Dr. Eric Karran,
Director of Research,
Alzheimer's Research UK

11:35 Networking luncheon

13:05 **Collaboration versus outsourcing: the need to think outside the box**

- Some advantages (and limitations) of knowledge sharing
- The building of networks of centers of excellence to allow a greater level of achievement based-on in-depth knowledge
- Bringing together groups of experts to provide frameworks for better tackling the challenges of knowledge generation



Dr. Graeme Robertson,
Manager and Co-Founder,
TES Pharma S.r.l., Italy

Planning, managing and optimizing partnership relations for a maximal product value

13:40 **Discovery partnerships at Almirall: from tactical outsourcing to strategic collaborations**

- Partnering strategy: main goals
- Outsourcing vs. partnership balance
- Managing partnerships
- Creating the best possible team



Dr. Maria Isabel Crespo,
Discovery Alliances,
ALMIRALL S.A., Spain

14:15 Refreshment break & networking

14:45 **Creating a virtual platform to outsource drug discovery programs and efficiently collaborating with science providers**

- Virtual outsourcing: what is new?
- Virtual discovery companies addressing the innovation gap between universities and pharma
- Bringing the best of the web to drug discovery
- Successfully understanding variability of outsourcing and getting the best deal at the earliest stage



Dr. Frederik Deroose,
CEO,
Asclepia MedChem Solutions, Belgium

15:20 **Successful external collaborations in pharmaceutical R&D**

- Leveraging external sources of innovation is becoming a generally acknowledged strategy in pharmaceutical drug discovery
- Clear understanding of value drivers is a key success factor for successful collaborations and alliances
- Classification of external partnerships according to value drivers may help to create a balanced portfolio of external partnerships
- A general workflow for initiating and managing external research collaborations will be discussed



Dr. Thorsten Knöchel, Associate Director, Strategy and Business Operations, Global Research and Early Development,
Merck Serono, Germany

15:55 Summary & Closing remarks day 2
End of the Conference

Media Partners



Since 72 years, pharminD® has been the periodical to be read by decision-makers and multipliers of the pharma scene. Taking into consideration the national and international (in particular EU and FDA) regulatory environment,

the entire range of issues involving the development, manufacture, and marketing/sales of pharmaceutical products is covered in depth. www.ecv.de



www.PharmCast.com is the world leading website designed specifically for pharmaceutical, clinical and biotechnology professionals.

www.PharmCast.com brings up-to-date information on pharmaceutical patents, FDA, news, jobs and Buyer's Guide to our visitors. It was created and is maintained by pharmaceutical and biotechnology professionals. Visit www.PharmCast.com and discover for yourself why it is so popular among professionals.

PharmaVOICE PharmaVOICE magazine, reaching more than 27,000 BPA-qualified life-sciences executives, is the forum that allows business leaders to engage in a candid dialogue on the challenges and trends impacting the industry. PharmaVOICE provides readers with insightful and thought-provoking commentary in a multiple-perspective format through forums, topics, and articles covering a range of issues from molecule through market. To Raise Your VOICE, contact feedback@pharmavoice.com.