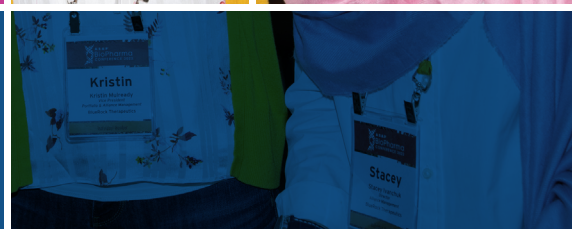




The Next Generation of Alliance Excellence:
Approaches to a Platform-Focused, Multi-Partner World

The 2023 BioPharma Conference Agenda

As of 10.27.23 Details subject to change.



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Time	Session	Speaker/s	Location
9:00 a.m. – 6:00 p.m.	Conference Registration and Information Desk		Ballroom Hallway
10:30 a.m. – 5:00 p.m.	Pre-conference Alliance Management Executive Education Workshops <i>(pre-registration required, not included in conference fee)</i>		
	 CA-AM Certification Exam Prep Workshop	● Lynda McDermott, CA-AM President Equipro International	Huntington Ballroom I
	 CSAP Certification Exam Prep Workshop	● Ann Trampas, CSAP Professional Development Practice Lead, Phoenix Consulting Senior Lecturer, University of Illinois – Chicago (UIC)	Huntington Ballroom II
	 Advanced Alliance Series: Conflict Management	Facilitators: <ul style="list-style-type: none"> ● Vickie Dalton, PsyD, HSPP Forensically trained clinical psychologist ● Elizabeth Dingess-Hammond Associate General Patent Counsel Dana-Farber Cancer Institute ● David Thompson, CSAP Vice President, Global Head of Alliance Management BeiGene Panel of Experts: <ul style="list-style-type: none"> ● Jeffrey Hurley, CA-AM President Integrated Alliance Management ● Kim Koch, CA-AM Senior Director, Alliance Management and Corporate Business Development Eli Lilly and Company ● Nick Palmer Partner BTB Consulting 	Huntington Ballroom III
1:30 p.m. – 5:00 p.m.	ASAP BioPharma Leadership Forum <i>(invitation only)</i>		Colonnade East & West (5th floor)
5:00 p.m. – 6:00 p.m.	 ASAP BioPharma Conference Welcome Reception		Huntington Ballroom Foyer



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Platforms












Alliance Management Leadership / Best Practices



Globalization / Commercialization



Life Cycle Management

Time	Session	Speaker/s	Location
7:00 a.m. – 5:30 p.m.	Conference Registration and Information Desk		Ballroom Hallway
7:00 a.m. – 6:00 p.m.	Alliance Management Resource Tables		Huntington Ballroom Foyer
7:00 a.m. – 8:00 a.m.	 Networking Breakfast		Huntington Ballroom Foyer
8:15 a.m. – 8:45 a.m.	 Conference Welcome & Opening	<ul style="list-style-type: none"> ● Mike Leonetti, CSAP President & CEO Association of Strategic Alliance Professionals 	Huntington Ballroom
8:45 a.m. – 9:30 a.m.	 Session 101 Conference Keynote Be the Change: How Great Leaders Bridge the Science-to-Patient-Care Gap	<ul style="list-style-type: none"> ● Doug Widders Chief Executive Officer Element3 Health 	Huntington Ballroom
9:35 a.m. – 10:20 a.m.	 Session 102 Plenary: Executive Panel Discussion Driving Organizational Value in a Changing Landscape: Maximizing Essential Individual and Team Alliance Skills	Moderator: <ul style="list-style-type: none"> ● Chris Black, CA-AM Head, Corporate Alliance Management & Integration Merck Panelists: <ul style="list-style-type: none"> ● Markus Kropf VP, Head of Global Alliance Management Merck KGaA ● Cindy Warren VP, Business Development, Neuroscience Johnson & Johnson Innovative Medicine ● Arne Wörn, PhD Global Head, Alliance Management Novartis 	Huntington Ballroom
10:20 a.m. – 10:40 a.m.	 Networking Break		Huntington Ballroom Foyer
10:40 a.m. – 12:10 p.m.	 Session 301 Master Class Alliance Professionals and Joint Steering Committees: Enabling Collaborative Leadership	<ul style="list-style-type: none"> ● Jeff Shuman, CSAP, PhD Co-Founder, The Rhythm of Business Professor Emeritus of Management, Bentley University ● Jan Twombly, CSAP President The Rhythm of Business 	Huntington Ballroom
12:10 p.m. – 1:25 p.m.	 Networking Lunch		Huntington Ballroom Foyer
1:25 p.m. – 2:10 p.m.	 Session 401 Great Expectations: Alliance Management's Value-Creating Role in Platform-Based Partnerships	<ul style="list-style-type: none"> ● Elizabeth Bosch, PhD Vice President, Alliance & Program Management Nurix Therapeutics ● Michael Overfield, CA-AM Associate Director, Alliance Management Gilead Sciences 	Huntington Ballroom
	 Session 402 Enhancing Your Alliance Management Toolkit: Tailoring Information to Drive Effective Decision-Making	<ul style="list-style-type: none"> ● Samuel Gosselin Head of Alliance Management Marinus Pharmaceuticals ● Reema Raghavendra Associate Director, Alliance and Program Management Moderna 	Boston Ballroom



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Networking



Plenary



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Platform



Alliance Management Leadership / Best Practices

Time	Session	Speaker/s	Location
2:20 p.m. – 3:05 p.m.	 Session 201 Panel Discussion Now's the Time: Planning for the Future of Successful Global Alliances	Moderator: ● Christine Carberry, CSAP Principal Carberry Consulting Panelists: ● Adam Kornetsky Principal Vantage Partners ● Leslie Meltzer, PhD Chief Medical Officer Orchard Therapeutics ● Hélène Svahnqvist, CA-AM Vice President, Alliance Management Life Edit an Elevate Bio Company	Huntington Ballroom
	 Session 403 Making the Climb: The 14-year Novartis-Incyte Ruxolitinib Alliance—A Case Study in Building a Long-Term Partnership	● Harry Atkins, CSAP Executive Director, Head of Alliance Management Incyte Corporation ● Varavani Dwarki, CA-AM, PhD Executive Director, Alliance Management Novartis	Boston Ballroom
3:05 p.m. – 3:25 p.m.	 Afternoon Networking Break		Huntington Ballroom Foyer
3:25 p.m. – 4:10 p.m.	 Session 202 Panel Discussion Launch Factors: An Alliance and Program Leadership Perspective on Achieving Commercial Success	Moderator: ● Eyal Golan Director IPM Integrated Project Management Company Panelists: ● Jenny Mahoney, PhD Director, Alliance Management Seres Therapeutics ● Ian Pudge Principal Consultant IPM Integrated Project Management Company ● Mio Sekine Head of Late-Stage & Commercial Alliances Amgen	Huntington Ballroom
	 Session 404 Maximum Impact: Building an Alliance Management Function for Expanding Portfolios and Complex Collaborations	● Jitin Bajaj Senior Director, Alliance Management Beam Therapeutics ● Petra Sansom, CA-AM Vice President, Alliance Management Beam Therapeutics	Boston Ballroom
4:20 p.m. – 4:55 p.m.	 Session 405 When Things Go South, It's Time for a Change: Redesigning an Alliance to Prevent Value Loss	● Ameriga Fanigliuolo, CA-AM Director, Global Alliance Management Sandoz	Boston Ballroom
	 Session 406 The Great Transition: From Business Development to Alliance Management	● Elodie Blanc, CSAP Corporate Alliance Manager Pierre Fabre Medicament ● Frederic Bonfils, CSAP Corporate Director Alliance Management Pierre Fabre Medicament	Huntington Ballroom
5:00 p.m. – 6:00 p.m.	 Networking Reception		Huntington Ballroom Foyer



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Life Cycle Management



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Time	Session	Speaker/s	Location
7:00 a.m. – 4:00 p.m.	Conference Registration and Information Desk		Ballroom Hallway
7:00 a.m. – 2:30 p.m.	Alliance Management Resource Tables		Huntington Ballroom Foyer
7:00 a.m. – 8:00 a.m.	 Networking Breakfast		Huntington Ballroom Foyer
8:00 a.m. – 8:15 a.m.	 Day Two Conference Opening	<ul style="list-style-type: none"> David Thompson, CSAP Vice President, Global Head of Alliance Management BeiGene 	Huntington Ballroom
8:15 a.m. – 9:00 a.m.	 Session 103 Plenary Panel Advancing Drug Discovery Through Platform Alliances	Moderator: <ul style="list-style-type: none"> Jake Beverage Vice President, Alliance Management AbCellera Panelists: <ul style="list-style-type: none"> Nancy Griffin, CSAP Principal Cairn Consulting Jonathan Kern, PhD Vice President, Alliance Management AbbVie Scott Miller Senior Director, Early Phase Alliance Management Eli Lilly and Company Biren Shah Vice President, Head of Alliance Management EQRx 	Huntington Ballroom
9:05 a.m. – 9:45 a.m.	 Session 104 Fireside Chat Championing the Profession: Insights from a Pioneer in Alliance Leadership	<ul style="list-style-type: none"> Michael Leonetti, CSAP President & CEO Association of Strategic Alliance Professional Brooke Paige, CSAP Digital Alliances Novartis 	Huntington Ballroom
9:45 a.m. – 10:05 a.m.	 Morning Networking Break		Huntington Ballroom Foyer
10:05 a.m. – 11:20 a.m.	 Session 302 Master Class Alliance Launches and the First Hundred Days: Honeymoon or Hangover?	<ul style="list-style-type: none"> Adam Kornetsky Principal Vantage Partners Ben Siddall Partner Vantage Partners 	Huntington Ballroom
11:30 a.m. – 12:15 p.m.	 Session 203 Panel Discussion Cultural Intelligence: Successful Cross-Cultural Collaboration in Biotech Alliances	Moderator: <ul style="list-style-type: none"> Mark Coflin, CSAP President Alliance Partnering Consultants Panelists: <ul style="list-style-type: none"> Gisel Lopez, CA-AM Brian Stewart, CA-AM Amy Tatsutani, CA-AM, PhD Executive Director, Alliance Management Gilead Sciences 	Boston Ballroom
	 Session 407 Unleash the Power! Igniting Success with Digital Alliance Management	<ul style="list-style-type: none"> Louis Rinfret, PhD Founder & CEO allianceboard 	Huntington Ballroom



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Time	Session	Speaker/s	Location
12:15 p.m. – 1:30 p.m.	 Networking Lunch		Huntington Ballroom Foyer
1:30 p.m. – 2:15 p.m.	 Session 408 Exiting Alliances Strategically and Gracefully—A Perspective	<ul style="list-style-type: none"> Andi Gardner, CA-AM Director, Alliance Management & Integration Biogen 	Boston Ballroom
	 Session 409 Wind Shifts: Adapting Alliance Management Capabilities for an Evolving Environment	<ul style="list-style-type: none"> Tracy Blois, PhD Head of Alliance Management, Executive Director, Business Development Amgen Dustin Ritter, PhD Alliance Manager, Business Development Amgen Mio Sekine Head of Late-Stage & Commercial Alliances Amgen 	Huntington Ballroom
2:25 p.m. – 3:05 p.m.	 Session 204 Panel Discussion Stick to Your Strengths: Optimizing Platform-to-Patient Partnerships	<p>Moderator:</p> <ul style="list-style-type: none"> Christine Carberry, CSAP Principal Carberry Consulting <p>Panelists:</p> <ul style="list-style-type: none"> Lisa Mendoza, CA-AM, PhD Head of Partner Success Dyno Therapeutics Nathan Springman Alliance Management Lead Spark Therapeutics 	Huntington Ballroom
	 Session 410 Welcome Aboard! Building a Robust Partnering Infrastructure through Partnership Training	<ul style="list-style-type: none"> Villa Dang Yeh, CA-AM Senior Manager, Alliances Illumina Rajeshwari Valiathan, CA-AM Senior Manager, Alliances Illumina 	Boston Ballroom
3:05 p.m. – 3:20 p.m.	 Afternoon Networking Break		Huntington Ballroom Foyer
3:20 p.m. – 4:05 p.m.	Session 411 ASAP Alliance & Partnership Roundtables Roundtable 1 Beyond Health Checks: How Are You Measuring Success? Roundtable 2 Building Sustainable and Scalable Collaboration Models Spanning Industry and Academia Roundtable 3 Navigating the Public Side of Alliances: Investor Relations and Corporate Communications Roundtable 4 Opportunities and Challenges in Commercial Alliances Roundtable 5 Optimizing Resources to Manage Expanding Portfolios Roundtable 6 The Constant of Change: Challenges to Get Ahead of Change, Techniques for Smooth Landings Roundtable 7 The Continuous Pursuit of Knowledge: Why Alliance Managers Never Stop Learning		Huntington Ballroom
4:05 p.m. – 4:20 p.m.	 Conference Closing	<ul style="list-style-type: none"> Mike Leonetti, CSAP President & CEO Association of Strategic Alliance Professionals 	Huntington Ballroom



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