PROVENTA INTERNATIONAL

Business Development Outsourcing Brochure

PROVENTA
INTERNATIONAL

www.proventainternational.com

Contents

About Us

Since its inception in 2013, **Proventa International** is one of the fastest growing US-based management consultancies in the Life Sciences industry, with our main focus on business development solutions. Engaging with key stakeholders and solving their key challenges is at the core of what we do. With our integrated platforms - Strategy Meetings, Consulting, Digital, Investment and Talent Acquisition - we act as an extension to your business development strategy. We provide the exclusive business intelligence that decision-makers need to be able to react decisively and effectively to marketplace challenges and opportunities.

Vision & Culture

Vision

We want to encourage key leaders and their companies to put the patient at the very heartbeat of every innovation. We want to facilitate the sharing of valuable insights and strategies to assist in the discovery, development and commercialisation of lifesaving therapies.

Philosophy & Culture

We treat others as we would like to be treated. We believe the culture is the soul of the company - how we treat people defines who we are. Everyone in the company contributes to this culture, and it's evolution.

Solutions

Strategy Meetings

Unique in its format and set-up, Proventa International's business Strategy Meetings provide a learning and networking experience like no other. **THE EXCLUSIVE, INVITATION-ONLY EVENT IS MADE FOR SENIOR LEADERS AND TOP SOLUTION PROVIDERS** to maximise their time away from the office and gain tangible results.

Spearheaded by 1:1 business meetings and a capped audience, Proventa International's Strategy Meetings are driven by exclusive benchmarking and networking opportunities not found anywhere else.

Consulting

Proventa International utilises world-leading innovation techniques to enhance business development opportunities and create valuable conversations in the life sciences industry through:

Innovation Spotlight
The spotlight is on the service provider! An entire day to demonstrate thought leadership and expertise in front of a handpicked group of life sciences leaders.

Business Development Outsourcing
Looking to gain that new client in Asia? Trying to get your services and product in front of renowned pharmaceutical decision-makers? Proventa International's tailored service can help find the people that matter, wherever they are in the world.

Strategy Dinners
The perfect setting for learning, collaborating and networking. A 5-star à la carte dining experience, an informal setting and an unrivalled guest list. Meet life science leaders and innovative vendors in a city near you.

Digital

Proventa International has led from the front, adapting to the digital age to forge ahead of the competition in digital marketing solutions.

- **Virtual Boardrooms**
- **Tailor Made Whitepapers**
- **e-Shot campaign**
- **Digital Storefronts and Company Banners on our B2B website: www.PharmaFeatures.com**

Talent

"Where Talent Meets Opportunity"

Matching experts with senior-level appointments in the Life Sciences sector, Proventa Talent works in close partnership with you to offer a variety of methodologies directly suited to your unique business needs.

Investment

Using our extensive network we help connect investors with innovative Biotechs, CROs and Technology Vendors. We're here to ensure the next generation of life-changing medicines become a reality. Whether you're a new start-up looking for funding or an investor seeking out the next breakthrough treatment to enhance your portfolio, our unique model will provide the perfect opportunity to make the connections you need.

OUR INVESTOR NETWORK INCLUDE
- Venture capital
- Angel
- Corporate venture capital
- Institutional
- High net worth
- Family office/private wealth
- Private equity
- Government organisation/sovereign wealth fund
- Large biotech/pharma

WHO BUILD PORTFOLIOS ACROSS
- Biotech
- Digital health
- Medtech
- Diagnostic
- Medical devices

Sectors We Operate In And Our Global Reach

At Proventa International, we take pride in our knowledge and expertise in the following three pillars:

R&D
- Oncology
- Bioinformatics
- Biology
- Medicinal Chemistry

Clinical
- Clinical Operations
- Clinical Trial Supply Chain
- Pharmacovigilance

Manufacturing
- Biomanufacturing
- Cell and Gene Therapies
- Chemistry Manufacturing Controls
- Regulatory Affairs

Additionally, Proventa International has also achieved past success in:

- Digital Transformation
- Human Resources
- Business Development
- Marketing

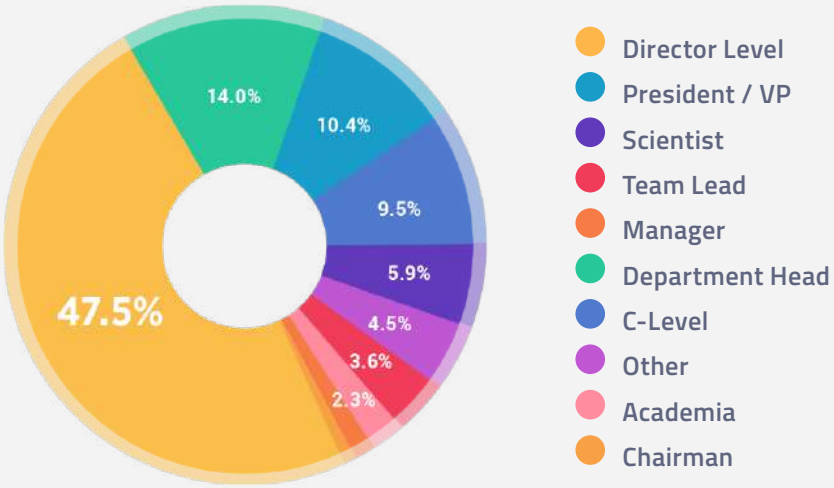
Locations in which Proventa International has operated in:

EUROPE
- UK & Ireland
- Germany
- Switzerland
- Denmark
- France
- Italy

US
- Boston
- Cambridge
- New Jersey
- Philadelphia
- Raleigh Durham
- New York
- Chicago
- San Francisco
- San Diego

APAC
- Singapore
- Malaysia
- Indonesia
- Hong Kong
- Philippines
- India

Hierarchy of Pharmaceutical & Biotech clients we work with



PROVENTA INTERNATIONAL

2025 Strategy Meeting Calendar

MAY & JUNE

Boston/Cambridge MA - US East Coast

MAY 7 WED
CHEMISTRY, MANUFACTURING & CONTROLS
Chemistry, Manufacturing & Controls Strategy Meeting 2025
Le Méridien Boston Cambridge

MAY 8 THUR
MEDICINAL CHEMISTRY
Medicinal Chemistry Strategy Meeting 2025
Le Méridien Boston Cambridge

MAY 7-8 WED-THUR
VENTURE CAPITAL & PRIVATE EQUITY
Venture Capital & Private Equity Strategy Meeting 2025
Le Méridien Boston Cambridge

Princeton/New Jersey - US East Coast

MAY 14 WED
MEDICINAL CHEMISTRY & DRUG DISCOVERY BIOLOGY
Medicinal Chemistry & Drug Discovery Biology Strategy Meeting 2025
Hyatt Regency Princeton

MAY 15 THUR
CLINICAL OPERATIONS & CLINICAL TRIAL SUPPLY CHAIN
Clinical Operations & Clinical Trial Supply Chain Strategy Meeting 2025
Hyatt Regency Princeton

MAY 14-15 WED-THUR
VENTURE CAPITAL & PRIVATE EQUITY
Venture Capital & Private Equity Strategy Meeting 2025
Hyatt Regency Princeton

Belgium - Europe

MAY 21-22 WED-THUR
ESKO
ESKO Brand Summit
Brussels, Belgium

San Francisco, CA - US West Coast

JUN 24 TUES
revvity signals
Revvity Strategy Dinner
San Francisco, CA

OCTOBER

London/UK - Europe

OCT 9 THUR
CLINICAL OPERATIONS & CLINICAL TRIAL SUPPLY CHAIN
Clinical Operations & Clinical Trial Supply Chain Strategy Meeting 2025
Crowne Plaza London Docklands

OCT 15 WED
BIOINFORMATICS & DRUG DISCOVERY BIOLOGY
Bioinformatics & Drug Discovery Biology Strategy Meeting 2025
Crowne Plaza London Docklands

OCT 16 THUR
MEDICINAL CHEMISTRY
Medicinal Chemistry Strategy Meeting 2025
Crowne Plaza London Docklands

NOVEMBER

San Diego - US West Coast

NOV 12 WED
MEDICINAL CHEMISTRY & DRUG DISCOVERY BIOLOGY
Medicinal Chemistry & Drug Discovery Biology Strategy Meeting 2025
Hard Rock Hotel San Diego

NOV 13 THUR
CLINICAL OPERATIONS & CLINICAL TRIAL SUPPLY CHAIN
Clinical Operations & Clinical Trial Supply Chain Strategy Meeting 2025
Hard Rock Hotel San Diego

Boston/Cambridge MA - US East Coast

NOV 18 TUE
CLINICAL OPERATIONS & CLINICAL TRIAL SUPPLY CHAIN
Clinical Operations & Clinical Trial Supply Chain Strategy Meeting 2025
Le Méridien Boston Cambridge

NOV 19 WED
BIOINFORMATICS & DRUG DISCOVERY BIOLOGY
Bioinformatics & Drug Discovery Biology Strategy Meeting 2025
Le Méridien Boston Cambridge

Innovation Spotlight Sessions

An Extension to your Business Development Strategy

Proventa International are able to leverage their consultancy services to provide Innovation Spotlight Sessions which are tailored for organisations who are looking to speak in a closed door environment around a specific topic or challenge in the marketplace to a select number of Director and above level executives from a mix of emerging to large Pharmaceutical & Biotechnology companies.

Proventa International will bring your innovation into the spotlight using a combination of:

- Up to the minute industry analysis
- Cutting edge research presentations
- Fluid think tank sessions
- Roundtable discussions
- Client case study presentations
- Interactive workshops

Proventa International will leverage our relationships on your behalf to deliver a minimum of 20 delegates who qualify via our pre-qualification process to attend each session. On confirmation of the package we will aim to deliver each session within 4-5 months providing that all content has been signed off between both parties.

Each Innovation Spotlight Session is entirely bespoke and therefore can be at a location near you. Proventa International will recommend the central hubs in close proximity to where our clients are based to attract the highest level of delegate and alleviate extended travel and accommodation cost. The one key denominator is that each session will be delivered at a 5* location".

Each Innovation Spotlight Session will be co-branded with Proventa International partnered by your organisation. We will create a landing page that will allow delegates to register once we have personally invited them.

We will provide you with a list of confirmed attendees as soon as we hit our contracted numbers.

Value Proposition

Exclusive Thought Leadership Presence

- As the Lead partner of the Innovation Spotlight Session you will be given the exclusive position of being the only supplier in attendance with a minimum of 20 delegates who fit your prospect criteria.

Innovation Spotlight Roundtable Discussion Groups

- The opportunity to hold 4 Roundtable Discussion Groups across the entire session each lasting 45 minutes long.
- The format of each roundtable will be very focused and highly detailed in regards to current strategic challenges in the marketplace.
- Fluid discussions allowing delegate participation for you to gain insight into their true strategic challenges, pain points, needs and requirements.
- Thought Leadership positioning within area of expertise to the delegation.

Prospect Criteria, Lead Identification & Pre-Qualification Process

- Proventa International will be in consultation with you from confirmation to understand your prospect criteria, targeting specific organisations and job titles who would be deemed as potential clients.
- Proventa International will provide you with the confirmed delegate list in advance of the session including a full database of each delegate's needs and requirement, strategic challenges, budgetary information and solutions they are looking to invest in so that you can be confident prior to the sessionthat each delegate would a prime prospect.
- Proventa International will send a detailed profile of your organisation to each confirmed delegate.

Company Representation

- 4 VIP Passes including full hospitality will be allocated for you to gain maximum coverage to all aspects of the session
- 2 VIP pass including full hospitality for your client delivering each Case Study Roundtable Discussion Group/ Presentation

Personal Account Manager

- Proventa International will provide you with a designated account manager on-site to assist with delivery of your package and cater to all demand from delegates who would like personal introductions during the networking breaks, lunches and gala dinner.

Networking Lunch, Drinks & Canapé Reception Dinner

- Proventa International will provide a hot buffet networking lunch & drinks and canape reception which is included for each VIP attendee.
- The opportunity to maximise networking time with C-Level decision makers in an informal setting.

On-site Branding & Marketing Information

- Multiple brand exposure to the participating decision makers leading up to the session.
- Company logo on all marketing correspondence as main partner for the Innovation Spotlight Session alongside Proventa International.

Post Session Lead Generation

- You will receive the full onsite delegate database including email addresses to assist with follow-ups post session.

PRICE = £45,000 GBP

**This price does not include attendee accommodation, flights or alcohol consumption.*
**5* Venue depending on location.*

IQVIA TECHNOLOGIES

IQVIA Clinical Technologies Innovation Day

- Wednesday, 15TH May 2024
- Princeton Marriott at Forrestal

REGISTER NOW

SUMMARY

Join **IQVIA Technologies** digital product leaders, customer success experts, and industry leaders for an afternoon of discussions, demos, and networking. We'll share our vision to transform clinical operations, the progress we've made to date, and our roadmap for 2024 and beyond.

AGENDA-AT-A-GLANCE

12:00 PM – 12:30 PM	Registration, Lunch & Networking
12:30 PM – 4:30 PM	Interactive Discussions
4:30 PM – 5:30 PM	Drinks, Demos, Discussion

View the detailed agenda here

INNOVATION DAY SUBJECT MATTER EXPERTS

Kevin Landells
VP, Business Head for IRT
IQVIA Technologies

Tim Riely
Vice President, Clinical Data & Analytics
IQVIA Technologies

KK Rumrill
Global Head Trial Management Services
IQVIA Technologies

Jim DiCesare
Vice President, Financial Management Solutions
IQVIA Technologies

Ann Dokus
Senior Director, Site & Patient Networks
IQVIA

Murray Aitken
Executive Director
IQVIA Institute

Jane Twitchen
Executive Director, Head of Clinical Trial Accelerator Unit, Global Clinical Operations
Biogen

Zabir Macci
Director, eCOA Business Strategy
IQVIA Technologies

Rick O'Hara
Director, Clinical Outsourcing
OncoC4

Karri Venn
VP, Site Advocacy & Mentorship
SCRS

AGENDA-AT-A-GLANCE

12:00 – 12:30 pm	**REGISTRATION, LUNCH & NETWORKING** Register, meet our team, engage with colleagues and enjoy lunch	
12:30 – 12:45 pm	**WELCOME & KEYNOTE: CUTTING THROUGH THE NOISE...** What technology is hype and what is working today? Kevin will introduce IQVIA Technologies' vision to transform the site and patient experience, automate digital processes and accelerate the clinical trial model.	Kevin Landells, *VP, Business Head for IRT,* IQVIA Technologies
12:45 – 1:15 pm	**DELIVERING ON THE PROMISE?** The latest industry research on how technology is impacting clinical development productivity – or not	Murray Aitken, *Executive Director,* IQVIA Institute
1:15 – 2:00 pm	**INDUSTRY RESPONSE ON THE IMPACT OF TECHNOLOGY** Hear from sponsors, sites, and CROs on technology's impact on productivity in clinical development.	MODERATOR: Murray Aitken, *Executive Director,* IQVIA Institute PANELISTS: Jane Twitchen, *Executive Director, Head of Clinical Trial Accelerator Unit, Global Clinical Operations,* Biogen Rick O'Hara, *Director, Clinical Outsourcing,* OncoC4 Ann Dokus, *Senior Director, Site & Patient Networks,* IQVIA Karri Venn, *VP Site Advocacy & Mentorship,* SCRS
2:00 – 2:30 pm	**REFRESHMENTS, DEMOS, DISCUSSIONS** Enjoy the refreshments and visit demo stations around the room! Engage with product experts to share your trial challenges and see how our technology products may combine to improve your development operations.	
2:30 – 3:30 pm	**PANEL – CHANGING HOW CLINICAL TRIALS WORK: A COLLABORATIVE APPROACH** Product experts will discuss IQVIA's intelligent applications and integrated clinical technologies that are simplifying the patient and site experience.	MODERATOR: Kevin Landells, *VP, Business Head for IRT,* IQVIA Technologies PANELISTS: Zabir Macci, *Director, eCOA Business Strategy,* IQVIA Technologies Tim Riely, *Vice President, Clinical Data & Analytics,* IQVIA Technologies Jim DiCesare, *Vice President, Financial Management Solutions,* IQVIA Technologies KK Rumrill, *Global Head Trial Management Services,* IQVIA Technologies
3:30 – 4:00 pm	**INNOVATION FORUM: AN OPEN DISCUSSION ON OPTIMIZING TECHNOLOGY INNOVATION FOR CLINICAL DEVELOPMENT** Challenge the experts with questions or share your knowledge and lessons learned with the audience	
4:00 – 4:30 pm	**THE ROAD AHEAD: STRATEGIES FOR THE SITE, PATIENT, SPONSOR JOURNEYS** Product leaders will share longer-term direction for key products, integrations, and the transformation of clinical trials.	
4:30 – 5:30 pm	**DRINKS, DEMOS, DISCUSSION** Enjoy the reception and visit demo stations around the room! Engage with product experts to share your trial challenges and see how our technology products may combine to improve your development operations.	

VENUE

MARRIOTT

PRINCETON MARRIOTT AT FORRESTAL
100 College Road East
Princeton NJ 08540

MAP & DIRECTIONS

Enjoy boutique-style comfort at our hotel in Princeton, NJ

Contact Kath De Vela kv@proventainternational.com +1 (617) 4534896 ext 325 www.proventainternational.com

PROVENTA INTERNATIONAL

Chemaxon

PROVENTA INTERNATIONAL

ChemTalks

How Can Technology Bridge Silos within Drug Discovery?

Wednesday, 25th September 2024

Hotel Pullman Basel Europe
Clarastrasse 43, 4058 Basel, Switzerland

SUMMARY

What is ChemTalks

The first ever ChemTalks is a step up from our user group meetings to a full-fledged conference in Basel, on the 25th of September 2024. In a free, one-day live event we bring you insight from renowned industry experts on using technology to bridge silos in early stage drug discovery, provide a sneak peek into Chemaxon's product updates, and make sure you have lots of networking opportunities.

Why Join ChemTalks

- BRIDGE SILOS — All talks will cover the topic of using technology to connect silos in chemical research - this has been our focus for years.
- DISCOVER NEW DEVELOPMENTS — Peek into Chemaxon's product roadmap, learn about upcoming updates early, and consult with our experts and scientists.
- FREE ACCESS — Get access to the brightest minds of the industry and take the presentation materials home - all free of charge.

View the detailed agenda here

MEET OUR GUEST SPEAKERS:

Karl-Heinz Baringhaus
Site Director R&D Frankfurt
Sanofi

Thrasyvoulos Karydis
Co-founder,
Chief Technology Officer
DeepCure

Nessa Carson
Associate Principal Scientist,
Digital Champion
AstraZeneca

Jessica Lanini
Biomedical Research
Novartis

Josef Eiblmaier
Head of Research,
Discovery and Pre-Clinical
PharmaLex, a Cencora company

Timur Madzhidov
Senior Product Manager in
Chemistry Innovation
Elsevier

Peter Ertl
Formerly Director of
Cheminformatics, Biomedical
Research
Novartis

Adrian Stevens
Chief Product Officer
Chemaxon

Jeremy Frey
Head Computational
Systems Chemistry
University of Southampton

Becky Upton
President
Pistoia Alliance

AGENDA-AT-A-GLANCE

MORNING SESSION FROM 9AM

Richard Jones, *CEO*, Chemaxon	**WELCOME NOTE**
Timur Madzhidov, *Senior Product Manager in Chemistry Innovation*, Elsevier	**Unlocking the power of data from disparate sources: Elsevier's journey toward accurate reaction outcome predictions**
Josef Eiblmaier, *Head of Research, Discovery and Pre-Clinical*, PharmaLex, a Cencora company	**The beauty of heterogeneity versus the need for standardization: Enabling trusted data consumption in a multi-source, multi-ownership data landscape**
Karl-Heinz Baringhaus, *Site Director R&D Frankfurt*, Sanofi	**Grasping opportunities for better drug discovery: Interdisciplinarity, deeper insights into disease, new technologies and better decision-making**
Becky Upton, *President*, Pistoia Alliance	**Ontologies in Pharma: The landscape, pre-competitive development, and use-cases**
BREAK	**LUNCH AND TECH CORNER**

AFTERNOON SESSION FROM 2PM

Jessica Lanini, *Biomedical Research*, Novartis	**AI advancing drug discovery research in the pharmaceutical industry and academia**
Thrasyvoulos Karydis, *Co-founder, Chief Technology Officer*, DeepCure	**AI-driven drug discovery beyond kinases: How to NOT get trapped in a local minimum when designing drugs for intractable targets**
Peter Ertl, *Formerly Director of Cheminformatics, Biomedical Research*, Novartis	**The magic rings: Navigation in the ring chemical space guided by the bioactive rings**
Adrian Stevens, *Chief Product Officer*, Chemaxon	**Developing new science and technologies that aid future drug discovery needs**
Nessa Carson, *Associate Principal Scientist, Digital Champion*, AstraZeneca	**How not to waste a chemist's time: Chemical insights through great user experience**

COCKTAIL PARTY

More info coming soon...

VENUE

pullman HOTELS AND RESORTS

Hotel Pullman Basel Europe
Clarastrasse 43
4058 Basel, Switzerland

MAP & DIRECTIONS

Hotels combining lifestyle and design, for business and leisure

Contact Kath De Vela kv@proventainternational.com +1 (617) 4534896 ext 325 www.proventainternational.com

PROVENTA INTERNATIONAL

2024 Esko Life Sciences Brand Summit Basel

Elevate your Packaging Design, Artwork, Labelling Content and Leaflet Management

Tuesday & Wednesday, 21ST & 22ND May 2024

Volkshaus Basel

Welcome

Esko is pleased to welcome you to our Life Sciences Brand Summit taking place in Basel the 21st and 22nd of May 2024. At this event, you'll attend interactive sessions with our packaging artwork and labelling experts while connecting with your peers. Learn about current and future packaging technology trends, best practices, and how to become the packaging leader of your organization.

Innovation Day Subject Matter Experts

Johan Johansson
Chief Technology Officer
InformaIT

Jose Gorbea
Head of Brands Innovation
HP Graphics

Stephen Williams
Product Owner - IT Manager
Johnson & Johnson

Jijo Dominic
VP Product Management
Esko

Michelle Henry
Business Development Manager EMEA
Esko

Jackie Leslie
Life Sciences Category Specialist
Esko

Steven Brookes
Solution Consultant
Esko

Bart Meersschaert
Pre-Sales, Solution Consultant
Esko

About Esko

Esko helps its customers make the best packaging for billions of consumers. Our product portfolio supports and manages the packaging and print processes for brands, retailers, designers, premedia and trade shops, packaging manufacturers, and converters.

Esko solutions are used in product content and packaging management, asset management, artwork creation, structural design, prepress, 3D visualization, flexo plate making, workflow automation, quality assurance, sample-making, palletization, supply chain collaboration and/or the production of signage and displays.

The Esko family includes Enfocus, wtith its PDF quality control tools and automation solutions and MediaBeacon, with its digital asset management (DAM) solutions.
www.esko.com

X-Rite Pantone is the global leader in color science and technology. The Company develops, manufactures, markets and supports innovative color solutions through measurement systems, software, color standards and services.
www.xrite.com

About Brand Summits

Brand Summits are exclusive events for packaging professionals that take place in prestigious and unique venues in Europe and North America. These events are free but open to a limited number of attendees to allow the best discussions and optimal interactivity.

Attendees Typically include Brand Owners executives in Packaging Design, Artwork and Labelling functions from Pharmaceutical and Medical Devices Companies.

As a Brand Summit participant, you will:

- Network with industry peers
- Gain insights from relevant industry analysts and subject matter experts
- Learn industry best practices, technology concepts, and solutions
- Esko hosts these summits to support attendees who are looking for ways to continually improve their packaging processes.

Learn more about Esko by visiting
https://www.esko.com/en/brands

Agenda-at-a-Glance

21ST May 2024: Brand Summit Welcoming Evening

17:30 - 18:00	**Welcome Drink at the Hotel**	
18:00 - 19:30	**Networking Activity**	
19:30 - 21:30	**Dinner**	

22ND May 2024: Brand Summit Conference

8:15 - 9:00	**Opening Statements & Agenda - Introduction of Attendees**	Moderated by: Michelle Henry, *Business Development Manager EMEA*, Esko
9:00 - 9:30	**Introduction to the Packaging Digital Maturity Model for the Life Sciences Industry** Unlock essential insights for advancing your Life Sciences packaging Artwork and Labelling practices. Whether you are embarking on a new digital journey or refining existing processes, our Packaging Maturity Model offers a strategic roadmap for transitioning from uncertainty to comprehensive control.	Moderated by: Jijo Dominic, *VP Product Management*, Esko
9:30 - 10:00	**Navigating Trends: A Comprehensive Outlook of the Life Sciences Industry** Embark on a journey through the evolving landscape of the Life Sciences industry as we dissect the prevailing trends that exert a profound impact on packaging management. From regulatory shifts and technological advancements to the rising demand for sustainability, we will explore the multifaceted forces shaping the Life Sciences sector.	Presented by: Jackie Leslie, *Life Sciences Category Specialist*, Esko
10:00 - 10:30	**Product Insights: Esko WebCenter Artwork Management** An immersive session as we showcase the transformative capabilities of Esko WebCenter, a cutting-edge solution designed to revolutionize packaging artwork management. Through a live demonstration, attendees will witness firsthand how Esko WebCenter streamlines workflows, enhances collaboration, and brings unprecedented control to the packaging lifecycle.	Presented by: Steven Brookes, *Solution Consultant*, Esko
10:30 - 11:00	**Coffee Break**	
11:00 - 11:45	**Customer Insights: Artwork Management Case Study - Johnson & Johnson** Listen in from the remarkable journey of a leading pharmaceutical company Johnson & Johnson, in navigating the intricacies of artwork management with Esko WebCenter. Join us as we explore the challenges faced, the transformative solutions implemented, and the tangible results achieved on the path to efficiency and excellence.	Presented by: Stephen Williams, *Product Owner - IT Manager*, Johnson & Johnson
11:45 - 12:30	**Product Insights: Introduction to Automated Artwork and Leaflet Solution for Pharma** This session introduces a groundbreaking Automated Artwork Solution tailored for the unique needs of the industry. Join us for an immersive showcase as our experts unveil how automation can revolutionize artwork processes in the pharmaceutical sector, offering streamlined workflows, enhanced accuracy, and accelerated time-to-market for critical pharmaceutical products.	Presented by: Steven Brookes, *Solution Consultant*, Esko
12:30 - 13:30	**Lunch**	
13:30 - 14:00	**Product Insights: Strategies to Prevent Packaging Recalls Through Quality Control Tools - insights from ImformaIT** Explore the integration of quality control(QC)tools within WebCenter workflows for superior packaging outcomes. Johan Johansson, CTO of InformaIT, will guide you through essential integrations that simplify the proofreading process, streamline QC tool usage, and enhance XML workflow efficiency—paving the way for error-free packaging.	Presented by: Joahn Johansson, *Chief Technology Officer*, InformaIT AB
14:00 - 14:30	**Product Insights: Esko Packaging Design and Palletization tools** Enlightening session where Esko unveils the powerful synergy of ArtiosCAD(Structural design software), Studio(3D Packaging Design Software), and Cape Pack(Palletizing software)in transforming packaging design and palletization. In this comprehensive presentation, discover how these cutting-edge tools not only elevate the aesthetics of packaging but also play a pivotal role in supporting brands' sustainability Key Performance Indicators(KPIs).	Presented by: Bart Meersschaert, *Pre-Sales, Solution Consultant*, Esko
14:30 - 15:00	**Partner Insights: Sustainable Packaging & Supply Chain Transformation: HP's Expert Insights** Embark on a forward-thinking session where industry experts from HP lead an exploration into the intersecting realms of packaging sustainability, digital printing supply chains, and personalized packaging. In an era shaped by environmental consciousness and consumer expectations, this session offers a deep dive into sustainable packaging practices and the transformative impact of digital printing and personalization.	Presented by: Jose Gorbea, *Head of Brands Innovation*, HP Graphics
15:00 - 15:30	**Coffee Break**	
15:30 - 16:15	**Product Insights: AI and Automation in Packaging Artwork & Labeling** Insightful exploration into how these cutting-edge technologies can not only expedite workflows but also elevate the quality and accuracy of the overall concept to consumer packaging management	Presented by: Jijo Dominic, *VP Product Management*, Esko
16:15 - 16:45	**Panel Discussion: Where do your organization stands in the Packaging Digital Maturity Model** After experiencing solution demonstrations and gaining valuable insights from industry peers, participants will shed light on their unique positions within the digital maturity model and tackle where they stand on all covered topics including Artwork Management, Copy Management.	Open discussion with Brand Summit attendees
16:45	**Event Closure - Gathering your feed-back**	Moderated by: Michelle Henry, *Business Development Manager EMEA*, Esko

VENUE

VOLKSHAUS BASEL

VOLKSHAUS BASEL
Rebgasse 12-14,
4058 Basel, Switzerland

MAP & DIRECTIONS

Contact Kath De Vela kv@proventainternational.com +17866466106 www.proventainternational.com PROVENTA INTERNATIONAL

Strategy Dinners

A 5* À La Carte Dining Experience

With todays senior executives being ever more conscious of time well spent due to the impact and cost associated with time out of the office, the days of attending 2 to 3 day events are becoming a thing of the past. However, being able to have an intimate gathering with true peer to peer interaction in a more informal setting, outside of business hours is an integrated business development solution which Proventa International prides itself on. Combining interactive roundtable discussions with a Director level and above audience mixed with a 5* à la carte dining experience is the core components to the success of our Strategy Dinners.

VALUE PROPOSITION

Delegate Numbers

- 10-15 excluding your senior management on the table

Delegate Demographic

Director level and above responsible for :

- Medicinal Chemistry
- Biology
- Bioinformatics
- Oncology
- Clinical Trials
- Supply Chain
  - i. Clinical
  - ii. Commercial
- Pharmacovigilance
- Manufacturing
  - i. CMC
  - ii. Bioprocess
  - iii. VaccinesBiologics
- Cell and Gene Therapies
- Regulatory Affairs
- Market Access & Reimbursement
- Medical Devices
- Human Resources
- Investment & Venture Capital

Company Representation

- Up to 4 VIP Passes including full hospitality will be allocated to your team, including clients, delivering the sessions on the day.

Location

In close proximity to where your target audience is based to eliminate extended travel cost. Preferred locations but not limited to include:

EUROPE

- UK (London / Cambridge)
- Germany (Munich, Dusseldorf, Frankfurt)
- Switzerland (Zurich, Basel)
- Sweden (Stockholm)
- Denmark (Copenhagen)
- France (Paris, Lyon)

EAST COAST USA

- Boston
- Cambridge
- New Jersey
- Philadelphia
- Raleigh Durham
- New York
- Chicago

WEST COAST USA

- San Francisco
- San Diego

APAC

- Singapore
- Malaysia
- Indonesia
- Hong Kong
- Australia
- Philippines
- India
- Japan
- South Korea

Draft Agenda

17:15	Registration & Networking with a signature cocktail on arrival
18:00 - 19:00	Roundtable Discussion by your Client (Case Study)
19:00 - 20:00	4 Course Gala Dinner including Coffee and Desserts
20:00 - 21:00	Roundtable Discussion by your CEO / Senior Management
21:00 - 21:15	Closing remarks

Marketing

We will create a landing page on our website with you being the sole sponsor of the event and promote it to an extensive network per targeted region to guarantee numbers. You will have designated consultants work exclusively on your campaign to acquire the delegates and ensure the target is being achieved.

PRICE = £25,000 GBP **This price does not include attendee accommodation, flights or alcohol consumption outside of the agreed amount.*

Our Guarantees

1. Each delegate who attends will be of a Director level and above (Decision makers or those who make up part of the decision making process).
2. You will receive each delegates profile prior to the event including:
   a. Name
   b. Company Name
   c Job Title
   d. How many employees they are responsible for?
   e. What are their 3 key strategic challenges?
   f. What are their main therapeutic areas?
   g. What drug development stages are they currently focusing on?
   h. What stages of the buying cycle are they currently in:
      i. Request for Information
      ii. Request for Proposal
      iii. Bid Defence
   i. How much personal budget do they have to sign off within the following 12 months?
   j. What particular products, services or solutions they are looking to invest in within the following 12 months?
      i. Time frame of investment
      ii. Main reason for investing
3. Each delegate will receive a 100-word written profile of your company prior the event.
4. We will hit the contracted number of attendees fitting your prospect criteria.
5. On-site we will assign you with an account manager who will proactively work alongside you to make sure that your event is running smoothly and on the day, your personal itinerary is delivered.
6. ***We guarantee that if we do not hit the contracted amount of delegates you will receive a full reimbursement on the cost per lead ($1,000) for every delegate under the contracted minimum per event***

Examples of Strategy Dinners

curia

IN PARTNERSHIP WITH:

PROVENTA INTERNATIONAL

Medicinal Chemistry Strategy Dinner

Join us for dinner, drinks and discussions on how technology and geopolitics is shaping the future of drug discovery.

Curia was the first discovery CRO and has grown to provide a breadth of services to support clients research and development needs.

Engage in conversation with peers and Curia's expert medicinal chemists in understanding how technology and geopolitics is shaping the way discovery outsourcing is done.

Curia, from Curiosity to Cure.

DATE

Wednesday, 15th May 2024

VENUE

Seasons 52 FRESH GRILL | WINE BAR

3535 US-1 Suite 100B
Princeton, NJ 08540

AGENDA

18:00 - 18:30	REGISTRATION & NETWORKING WITH A SIGNATURE COCKTAIL ON ARRIVAL
18:30 - 19:00	ROUNDTABLE DISCUSSION: *Navigating the impact of geopolitics and ongoing legislation on discovery outsourcing*
19:00 - 19:30	ROUNDTABLE DISCUSSION: *Finding the right CRO medicinal chemistry partner to improve efficiency and short discovery timelines*
19:30 - 20:30	DINNER
20:30 - 21:30	CLOSING REMARKS AND COFFEE, DESSERT, COGNAC, CLOSING

KEY OPINION LEADERS

Christopher Conway
President
Curia

Grant Carr
Vice President, Head of Global R&D Drug Discovery
Curia

Douglas Kitchen
Research Fellow, Medicinal Chemistry
Curia

Mark Wolf
Director, Medicinal Chemistry
Curia

Matthew Surman
Associate Director, Medicinal Chemistry
Curia

ABOUT CURIA

Curia is a Contract Research, Development and Manufacturing Organization with over 30 years of experience, an integrated network of 27 global sites and over 3,500 employees partnering with customers to make treatments broadly accessible to patients. Our biologics and small molecules offering spans discovery through commercialization, with integrated regulatory and analytical capabilities. Our scientific and process experts and state of the art facilities deliver best-in-class experience across drug substance and drug product manufacturing. From curiosity to cure, we deliver every step to accelerate and sustain life-changing therapeutics. To learn more visit us at curiaglobal.com

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IQVIA TECHNOLOGIES

IN PARTNERSHIP WITH:

PROVENTA INTERNATIONAL

Thursday, 16th May 2024

Seasons 52
3535 US-1 Suite 100B
Princeton, NJ 08540

Seasons 52 FRESH GRILL | WINE BAR

Clinical Technology Impact Dinner

Join us for dinner, drinks and discussions on how technology is shaping the future of clinical trials.

While IQVIA is the world's leading CRO, IQVIA also offers a breadth of technologies for sponsors, sites, patients and even other CROs to use in their trials.

Engage in conversation with peers and IQVIA technology experts in understanding how technology is impacting clinical operations. Hear of recent research results highlighting what your peers are doing with technology and how it is helping drive new levels of efficiency.

IQVIA Technologies. Hear the vision. Join the Journey.

AGENDA

18:00 – 18:30	Registration & Networking With a Signature Cocktail on Arrival
18:30 – 19:00	Roundtable Discussion Patient focused technologies to enhance the patient experience
19:00 – 19:30	Roundtable Discussion Site focused technologies that reduce site burden
19:30 – 20:30	Dinner
20:30 – 21:30	Coffee, Dessert, Cognac, Closing Remarks

KEY OPINION LEADERS

Kevin Landells
VP, Business Head for IRT
IQVIA Technologies

Kevin has over 25 years of experience in the IRT/ RTSM industry, having worked across many technical and project management leadership roles. Experienced with developing and leading global teams delivering managed services spanning operations, project management, client partnerships and Business transformation. Kevin is passionate about improving healthcare and utilizing technology that makes a real difference to patients' lives. Kevin holds a Bachelors' Degree in Computer Science from Hertfordshire University in the UK.

Jim DiCesare
Vice President, Financial Management Solutions
IQVIA Technologies

Jim DiCesare is passionate about delivering innovative Cost Benchmarking, CTA Negotiation and Site Payment services that support clinical research conducted by sponsors and CROs. With over 25 years of industry experience leading clinical operations teams at Merck, DrugDev, and now IQVIA Technologies, Jim has expertise across the contracting, budgeting, and investigator grant payment management continuum. He is a frequent speaker at industry conferences and has written for a variety of publications. He has a B.S. in Accounting from Kutztown University.

KK Rumrill
Global Head Trial Management Services
IQVIA Technologies

KK Rumrill has more than 25 years' experience in product development, customer support, and implementation services teams in clinical trials. She was a key leader in client operations at BBK Worldwide, driving growth in global patient recruitment, site engagement, and trial optimization. In 2013, KK moved to TrialNetworks, which was acquired by DrugDev and subsequently by IQVIA in 2017. She now leads several key product teams in IQVIA Technologies' Orchestrated Clinical Trials platform.

Naouel Baili
Director, AI Scientist
IQVIA Technologies

Naouel is an expert in emerging technology solutions, leveraging over ten years of experience in the life sciences industry to transform clinical trial management. Her proficiency in embedding sophisticated AI tools into SaaS platforms has significantly improved both user experience and operational efficiency. A holder of a Ph.D. in Computer Science, she excels in the development and design of innovative AI capabilities that streamline and optimize clinical research.

ABOUT IQVIA TECHNOLOGIES

IQVIA Clinical Technologies develops and delivers clinical trial software products providing sponsors, sites, and CROs with an operational advantage to transform the trial experience for sites and patients. We apply our expertise in healthcare-grade AI to gain efficiencies and insights in trial planning and budgeting, sponsor-site communication, patient engagement, and sponsor oversight. Our market-leading SaaS products and tech-enabled services are offered independently from our CRO services to match any business model. Explore our full line of orchestrated clinical trial technologies at iqvia.com/oct and contact us to learn more.

Contact Kath De Vela kv@proventainternational.com +1 (617) 4534896 ext 325 www.proventainternational.com

mdgroup

IN PARTNERSHIP WITH:

PROVENTA INTERNATIONAL

STRATEGY DINNER

Are Decentralized Trials the New Holy Grail?

What is the Future of the DCT? We believe that's the wrong question. We believe a better question is: What is the Future of the Clinical Trial?

Our answer will always be patient-centricity. Decentralization for the sake of decentralization is not patient-centric. Patients who feel comfortable, confident, and included in their care have a dramatically improved trial experience, leading to better engagement, retention, and clinical outcomes. Whether we are taking the patient to the trial, or the trial to the patient, the days of a 'one size fits all' approach to clinical trials are over.

We are excited to meet for an informal round table discussion in an informal setting, giving industry thought leaders an opportunity to exchange their vision of paradigm shifts in clinical trial strategy. The primary focus will be on practical aspects of DCT implementation with a patient-centric approach.

Among other exciting topics, we will discuss:
- Contributing factors to poor clinical trial enrollment and proactive mitigation
- Providers within the DCT model: Trends, adoption, and quality and consistency of care
- Triumphs and Failures of the DCT: Which components of the model alleviate patient burden and expand accessibility, and which stand to be improved?
- …what about the budget? Informed, strategic trial planning for optimized ROI of implemented solutions

DATE

Wednesday, 24th May 2023

VENUE

Seasons 52
FRESH GRILL | WINE BAR

3535 US-1 Suite 100B
Princeton, NJ 08540

AGENDA

17:15 - 18:00	REGISTRATION & NETWORKING WITH A SIGNATURE COCKTAIL ON ARRIVAL
18:00 - 19:00	WELCOME AND INTRODUCTION ROUNDTABLE DISCUSSION Ensuring Visit Quality: Fulfilling needs and optimizing partnerships between Vendors, Sites, HCPs, and Patients in DCTs
19:00 - 20:00	DINNER
20:00 - 21:00	ROUNDTABLE DISCUSSION Efficient Patient-Centric Strategy: Reducing Patient Burden and Sponsor Costs Simultaneously
21:00 - 21:15	CLOSING REMARKS AND COFFEE

KEY OPINION LEADERS

Sarrah Val — Vice President of Global Sales, mdgroup

Earned her Masters in Public Health from the University of Southern California after completing a dual degree in Integrative Physiology and Mathematics from the University of Colorado, Boulder. She is driven by her love for patient care, and invests her industry efforts into making clinical trials more accessible, equitable, and patient-focused. With prior experience in Medical Affairs and as a Director of Clinical Operations, she has led clinical trials from protocol design through FDA approval, driven physician education initiatives, and facilitated post-market and investigator grant research.

Stephanie Katz — Director of Seacole, mdgroup

Stephanie Katz has been a registered nurse since 2005, working at the bedside in the bone marrow transplant/ hematologic malignancies ICU before becoming a research nurse in pediatric oncology and research manager in hepatology and infectious diseases at Johns Hopkins University. After 16 years in academic medicine, Steph joined mdgroup as the director of Seacole Health, the HCP resourcing arm of mdgroup, and remains a subject matter expert on clinical trial operations. Steph received her MBA in Healthcare Administration from Johns Hopkins University after completing her MSN and BSN at Drexel University and University of Delaware, respectively.

ABOUT MDGROUP

mdgroup is a global patient services and digital technologies company with offices in the US, UK, Singapore, France, Dublin and The Netherlands. With a focus on creating remarkable patient experiences at every stage of the clinical trial, their services include patient and caregiver support, home healthcare for decentralized and hybrid clinical trials, site analysis and management, travel and logistics, expense reimbursement and patient sentiment analysis through their in-house technology platform.

CONTACT Genelyn Amorillo ga@proventainternational.com +1 (617) 4315492 ext 327 www.proventainternational.com

BESPOKE VIRTUAL BOARDROOMS

Virtual Boardroom

- Access our exclusive dataset of over 50,000 director level and above executives across Europe and the US spanning from:
  - Medicinal Chemistry
  - Biology
  - Bioinformatics
  - Oncology
  - Clinical Trials
  - Supply Chain
    i. Clinical
    ii. Commercial
  - Pharmacovigilance
  - Manufacturing
    i. CMC
    ii. Bioprocess
    iii. Vaccines
  - Biologics
  - Cell and Gene Therapies
  - Regulatory Affairs
  - Market Access & Reimbursement
  - Medical Devices
  - Human Resources
  - Investment & Venture Capital
- Position your company as a thought leader up to 2 hours of Virtual Boardroom with thought-provoking discussion facilitated by an expert panel.
- Proventa International helps customise your Virtual Boardroom to your areas of expertise targeting specific contacts who are prequalified to ensure they are the decision maker or make up part of the decision making process.
- As an extension to your business development strategy we request a target list of company names and job titles to ensure we are specifically reaching out to your key prospects as a high priority first.
- Ensuring your Virtual Boardroom is highly exclusive to an end-user audience, Proventa International can create the opportunity of you being the only solution provider logged in by excluding any other vendor/competitor within your Virtual Boardroom allowing you to share your innovation in a virtual closed door environment.
- Prior to each Virtual Boardroom we will provide you with the following so that you can prepare in advance understanding your audience's buying behaviours, needs and requirements:
  - Name
  - Company Name
  - Job Title
  - How many employees are they responsible for?
  - What is their 3 key strategic challenges?
  - What Drug Development Stages are they currently focusing on:
  - What stages of the buying cycle are they currently in:
    i. Request for Information
    ii. Request for Proposal
    iii. Bid Defence
  - How much personal budget do they have to sign off within the following 12 months?
  - What particular products, services or solutions are they looking for to invest in within the following 12 months?
    ii. Time frame of investment
    iii. Main reason for investing
- Following each Virtual Boardroom you will receive the email addresses of all of those who have attended to assist with your follow ups post the event.

PRICE = $15,000 GBP

IQVIA™

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Virtual Boardroom

ONLY 25 PLACES AVAILABLE

RESERVE YOUR SEAT TODAY!

31st January 2023, Tuesday

10:00 AM Eastern / 4:00 PM UK

IQVIA Decentralized Trials Boardroom: GCP and the Complexities remote clinicians bring to clinical research

While in-home healthcare isn't new, providing compassionate protocol-required research services to patients in their homes is still a component of DCTs that we are understanding the best ways of utilizing these types of visits. Sites and trial participants have become familiar with decentralized study elements that enable a personalized patient-centric experience, but how do we ensure consumer interest translates into clinical research actions?

While remote trials offer participants a study experience on their terms, there are still times when trained professionals can be utilized to carry out protocol-specific tasks simplifying trial delivery, benefiting sponsors, sites, and patients. In this session, IQVIA Research Nursing and Phlebotomy Solutions invite you to discuss how mobile research physicians can fit into your trial and how DCT services address patient data privacy and regulatory compliance practices that are critical for continued success and global expansion.

During this roundtable, we will discuss how to:

- ✓ Identify the driving forces of sites and participants that utilize remote clinicians or services, and challenges to adoption
- ✓ Mindfully weave decentralized aspects into your trials that entice the participant, and also help conduct assessments outside of the site in compliance with protocol and regulatory requirements
- ✓ Accelerate seamless data collection while empowering patients with greater choice and control over their trial experience

SPEAKERS:

Krista Bradley, MBA, RN
VP & General Manager
Research Nursing & Phlebotomy Solutions Decentralized Trials
IQVIA

Eric Neeley, PhD, PMP
Senior Director
Research Nursing & Phlebotomy Solutions
IQVIA

Owen Corbin, JD CIPM
Sr. Director, DCT Regulatory and Data Privacy
IQVIA Decentralized Clinical Trials
IQVIA

Eric Klaver
DCT Regulatory Director
IQVIA Decentralized Clinical Trials
IQVIA

ABOUT IQVIA:

IQVIA (NYSE:IQV) is a leading global provider of advanced analytics, technology solutions and clinical research services to the life sciences industry. IQVIA creates intelligent connections to deliver powerful insights with speed and agility — enabling customers to accelerate the clinical development and commercialization of innovative medical treatments that improve healthcare outcomes for patients. With approximately 82,000 employees, IQVIA conducts operations in more than 100 countries. Learn more at www.iqvia.com.

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ESKO BRAND SOLUTIONS

IN PARTNERSHIP WITH:

PROVENTA INTERNATIONAL

Virtual Boardroom

AUTOMATED ARTWORK CREATION

ONLY 25 PLACES AVAILABLE
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MAR 28

2pm GMT | 3pm CET | 9am NY

Tuesday

2-hour Virtual Boardroom: Automated Artwork Creation

INCLUDING:

- Round Table discussions,
- Panel of Top global Pharmaceutical companies,
- Demonstrations of currently deployed technology,
- Open forum for discussion with Industry Peers.

Review how some customers are already achieving 30% automation, heading towards 80% Automation and achieving +99% Right First Time, with tools available to any Pharmaceutical company in just 12 months.

Please join us with the option to listen, contribute or even open new topics. As a starting point for discussion we'll focus on:

- overcoming challenges of Artwork Automation
- creating a connected end-to-end process including content
- how to eliminate manual copy paste, with fewer handovers, reducing the risk of mistakes
- better systematic traceability, transparency & predictability
- right first time with increased efficiency

Following this session please also be invited to the Industry Working Group which meets regularly to input into the development of Automated Artwork for the Pharmaceutical industry, creating a solution that works for everyone.

Full outline and further details at the event.

SPEAKERS

Simon Cavanagh
Account Executive
Life Sciences
Esko I Brand Solutions

Steven Brookes
Solution Consultant
Esko I Brand Solutions

Susana Monteiro
Senior Manager, Supply Chain
Amgen

Kristian Kragelund
Product Manager, NextGen Labelling,
Regulatory Affairs
Novo Nordisk

Stephen Miko
Head of Product
Lifecycle Management
Boehringer Ingelheim

Join us once again on the main Panel and open for questions will be a selection of 3 to 4 major Pharmaceutical companies, to be confirmed in the coming days.

About Esko

Esko, is the worldwide market leader within packaging and labelling software for workflow automation, quality assurance and online collaboration. Esko packaging and labeling management solutions helps pharmaceutical and life sciences companies manage their packaging preproduction specifications, regulatory content and artwork portfolio in a compliant and secure way, helping raise productivity, reduce time-to-market, lower costs, expand business and improve profitability. Esko offers a common online communications platform that : - Provides security and control - Enforces compliancy (GMP compliant) - Creates and maintains an audit trail of all activities - Brings control to the graphics and content process - Helps each department & function manage their tasks and approval management process proactively.
Company Website: www.esko.com/pharma

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BIOVIA

IN PARTNERSHIP WITH:

PROVENTA INTERNATIONAL

Accelerate Drug Discovery with AI-driven Drug Design

Expiring patents and unmet patient needs demand faster and better innovation in Drug Discovery. An impactful method is to augment physical research experimentation with Artificial Intelligence (AI) and Machine Learning (ML) in drug design. Leveraging internal and external scientific data for active learning allows organizations to focus on the most promising targets and reduce time-consuming and expensive physical testing. In this round table we will discuss how "bridging the gap between the virtual and the real" will impact drug discovery in the future. Join us to discuss how science and technology can advance discovery by using the virtual twin to accelerate drug design.

- Share experiences of leveraging AI and ML to accelerate drug design
- Understand how AI/ML can be combined with physical experiments to improve your current approach to drug design
- Discuss the benefits, hurdles and expectations of virtually augmented drug design

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Moderator:

Reza Sadeghi - Chief Strategy Officer, BIOVIA, Dassault Systèmes

Reza has over 25 years of experience in executive management, portfolio planning, product development, mergers and acquisitions and has deep knowledge of both discrete and the formulated industries. As chief strategy officer, he is responsible for BIOVIA's life Science and materials science portfolio strategy at DASSAULT SYSTEMES as well as BIOVIA's contract research organization. After beginning his career in R&D for Aerospace and Defense, Reza moved on to an executive role at a Palo Alto startup (MARC Analysis Research Corporation) and later with MSC Software, developers of scientific software with focus on modeling and simulation. As chief technology officer at MSC Software, Reza was responsible for product strategy and a multi-industry portfolio with a global team covering US, Europe and Asia. He is a regular speaker at a number of international life science and material science events as well as holds a number of advisory board positions. Reza lives in La Jolla Ca. He retains an adjunct faculty status at UCSD and SDSU graduate schools of engineering.

About BIOVIA:

BIOVIA, a brand of Dassault Systèmes, provides a scientific collaborative environment for advanced biological, chemical and materials experiences that allows science-driven companies access, organize, analyze and share data in unprecedented ways throughout the product lifecycle in regulated and non-regulated environments. BIOVIA's sophisticated enterprise portfolio of Scientific Informatics, Molecular Modeling & Simulation, Data Science, Laboratory Informatics, Formulation Design, Life Sciences Quality & Compliance and Manufacturing Analytics helps drive innovation, increase productivity, improve quality and compliance, reduce costs and accelerate time to market. BIOVIA is committed to enhancing and speeding innovation, increasing productivity, improving quality and compliance, reducing costs and accelerating product development for pharma and biotech companies around the world."

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WEKA

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PROVENTA INTERNATIONAL

VIRTUAL BOARDROOM

ONLY 25 PLACES AVAILABLE
RESERVE YOUR SEAT TODAY!

JULY 25 2023

-- 11:30AM EST

-- Tuesday

The Vicious Data Life Cycle Management Cycle

Pharmaceuticals and research organizations are managing and processing vast amounts of information for genomics, drug discovery, translational medicine, structural biology, and computational chemistry has become increasingly complex and time-consuming. This round table will explore the data management challenges faced by the rapid growth of data in the life sciences industry.

- How leading companies like 23andMe leverage the cloud for flexibility & superior economics
- How to make your existing infrastructure, including GPUs, more efficient
- Ways to make your scientists and researchers ability to access and process data easier & faster

Join us, and your industry leading peers, to discuss the key data management challenges facing the life sciences industry and while there is no silver bullet to solve the data management problem, together we can make it suck less.

MODERATOR:

Colin Gallagher — *Innovative & Impactful Story Teller and Leader,* WEKA

Mr. Colin Gallagher is a "geek who can speak" with over 25-years of experience in marketing and product management, and leadership roles at Dell EMC, Pure Storage, and Hitachi Vantara and now WEKA. He has a passion for telling compelling stories about technical products that help customers solve both business and personal pain – and enjoys the challenge of telling them in creative ways. He holds a bachelor's degree from Georgetown University and an MBA from Northeastern University. He tries to put as many miles on his bike as his aging body will allow, has an unhealthy LEGO addition, "hangs out" on twitter as @worldc3, and is most definitely team Oxford comma.

About WEKA

The ***WEKA*** Data Platform offers a scalable, secure, and high-performance solution for managing large datasets, enabling life sciences organizations to tame unruly data and tackle any scientific application on premises or in the cloud.

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WORLDWIDE CLINICAL TRIALS

IN PARTNERSHIP WITH:

PROVENTA INTERNATIONAL

VIRTUAL BOARDROOM

ONLY 25 PLACES AVAILABLE

OCT 12

10am EST

Thursday

Moving Beyond The MTD: FDA Project Optimus Impact on European Drug Development

In the rapidly evolving world of clinical oncology drug development, therapies are becoming safer, patients are living longer, but dose optimization is becoming harder. The FDA's shift towards early phase dose optimization is fundamentally changing how clinical trial programs are designed, managed, and run. This shift requires more time, more patients, and more costs for sponsors who are looking to further develop their asset. European drug developers must be cognizant of these new regulatory requirements to preserve opportunities for global commercialization.

This boardroom will help you:

- Understand FDA Oncology Center of Excellence Special Projects
- Manage the FDA's new Project Optimus requirements from a medical, scientific, and operational perspective
- Plan a strategy to evaluate the efficacy of a wider range of doses in your early development programs

General Agenda

- ✓ 21st Century Cures Act and Oncology Center of Excellence (OCE)
- ✓ Recent FDA OCE Projects
- ✓ Focused discussion regarding Project Optimus
  - ✓ What it is and what are the goals
  - ✓ FDA expectations
  - ✓ Medical, scientific and operational support

SPEAKERS

Matt Cooper, PhD, *Executive Director, Therapeutic Strategy Lead, Oncology,* Worldwide Clinical Trials

Matt Cooper is the Executive Director, Therapeutic Strategy Lead, Oncology and has 25 years of experience in the life science industry conducting clinical trials across all phases. His experience spans roles at sponsors, sites, and the NHS, and he has extensive experience in site management and expanded use of oncology therapies. He is passionate about building effective relationships between industry stakeholders to drive innovation and patient access.

Matthew Confeld, *Assistant Director, Clinical Research Methodology,* Worldwide Clinical Trials

Matthew Confeld is the Assistant Director, Clinical Research Methodology, and has 10+ years of experience in pharmaceutical science. His experience spans preclinical drug development of environment responsive nanoparticles for various solid tumor indications, serves as a translational advisor to a National Institute of Health center of biologic research in pancreatic cancer, and has extensive experience in pharmacy including clinical pharmacogenomics for a large healthcare system and specialty pharmacy management. He provides consulting-like services to sponsors across phases of development from preclinical through NDA.

About Worldwide Clinical Trial

Worldwide Clinical Trials is a global, midsize contract research organization (CRO) that provides top-performing bioanalytical and Phase I-IV clinical development services to the biotechnology and pharmaceutical industries. Founded in 1986 by physicians committed to advancing medical science, our full-service clinical experience ranges from early phase and bioanalytical sciences through late phase studies, post approval, and real-world evidence. Major therapeutic areas of focus include cardiovascular, metabolic, neuroscience, oncology, and rare diseases. Operating in 60+ countries with offices in North and South America, Eastern and Western Europe, and Asia, Worldwide is powered by its more than 3,000 employee experts.
For more information, please visit www.worldwide.com or connect with us on Twitter, LinkedIn, Facebook, and Instagram.

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IQVIA TECHNOLOGIES

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Virtual Boardroom

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Reserve Your Seat Today!

TUES | OCTOBER | 31

8:00am PT | 11:00am ET | 4:00pm UK

Data analytics and AI working together to change the landscape for clinical trials

Clinical data analytics today can help you answer questions about your portfolio of trials: How are my trials performing? What areas should I focus on? What is the health of my trial data? What is the quality of my trial documents? Are my trial data ready to be locked for submission? With the help of AI, you are now able to populate your data lake with digital content and see not only what is happenning now,-but also predict what might happen in the future. Are there signals in the data that indicate an adverse event is about to happen? If so, what is the best next action? Join us for a conversation—on AI and Analytics

Discussion Points:

- How AI is empowering clinical trials with a shift from descriptive to predictive and prescriptive analytics
- Current use cases and future ideas for how AI could take analytics to the next level
- Details of a new IQVIA Technologies pilot opportunity. Come join us!

SPEAKERS:

Gary Shorter - *Head, AI and Data Science, IQVIA Technologies*
Gary pursues the use of emerging technology to provide new and more efficient capabilities to enhance clinical trial management. This includes development of new design software through to more recent advancements with AI/ML capabilities where his team has developed several micro- products and micro-services that can be plugged in and used by any SaaS solution.

Dimitrios Mizantzidis - *Director Product Marketing CDAS, IQVIA Technologies*
Dimitrios leads marketing for the Clinical Data Analytics Suite (CDAS) for IQVIA Technologies. He is passionate about solving customer data analytics needs via SaaS solutions that are easy-to-understand and implement. Prior to joining IQVIA Technologies in November '22, Dimitrios led several marketing teams with other healthcare IT companies such as GE Healthcare IT and 3M Health Information Systems.

Wendy Morahan - *Sr Director Product CDAS, IQVIA Technologies*
Wendy has 25+ years of experience in the life sciences industry with a career spanning academic research, preclinical drug discovery, and clinical trials, culminating in a focus and passion for delivering technology solutions that help bring treatments to patients faster. Wendy is currently part of the product strategy leadership team for IQVIA Clinical Data Analytics Suite (CDAS), providing both SaaS solutions for the market as well as IQVIA's internal CRO needs. As part of the CDAS team, Wendy is responsible for strategy, product management leadership, and Go to Market activities.

ABOUT IQVIA:

IQVIA (NYSE:IQV) is a leading global provider of advanced analytics, technology solutions and clinical research services to the life sciences industry. IQVIA creates intelligent connections to deliver powerful insights with speed and agility — enabling customers to accelerate the clinical development and commercialization of innovative medical treatments that improve healthcare outcomes for patients. With approximately 82,000 employees, IQVIA conducts operations in more than 100 countries. Learn more at www.iqvia.com.

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Business Development Outsourcing

With our extensive global network of senior executives across the Life Sciences, Healthcare & I.T sectors we are able to increase your brand awareness, thought leadership and direct contact with key decision makers via face to face meetings, conference calls and series of bespoke events.

If you are looking to build a strong sales pipeline of qualified leads to take through the value chain and expand your current network of Key Opinion Leaders across the sector globally, Proventa International have an integrated business development platform to help identify and connect you directly with your prospect criteria prior to them engaging in an RFP process being proactive rather than reactive in your business development strategy.

CLIENT CHALLENGE

Revenue & Growth
A global CRO based in Europe offering Integrated Drug Discovery solutions needed to expand their global reach into the USA as the majority of their revenue and growth historically came from Europe.

Decision Makers
Being able to engage with key decision makers being a barrier to entry due to existing contracts and relationships with similar providers who have greater manpower, marketing presence and brand recognition in the USA.

Business Development
They had limited manpower focusing on business development across the USA especially in the West Coast in comparison to some of their closest competitors offering similar solutions.

Clients
All senior management of the CRO were based in Europe who hold the deeper scientific and sales abilities to engage with potential clients from a strategic perspective

Thought Leadership
Due to the lack of business development manpower and outreach in the USA, potential clients were not seeing the true value of their thought leadership, bandwidth and expertise in the region.

Lack of Local Advocacy
As all existing clients are predominately based in Europe this left a lack of local advocacy and inadequate client referrals for potential clients to buy into their model located in the USA.

OBJECTIVE

1. To increase the CROs brand awareness and thought leadership in the USA through multiple platforms including direct contact with key decision makers via face to face meetings, conference calls with senior management and holding a series bespoke events across the USA as a neutral ground to invite new prospects whereby the CRO could showcase their thought leadership to a wider audience.
2. To build a strong sales pipeline of qualified leads for the CRO to take through the value sale on a weekly/ monthly basis.
3. To expand the CROs current network of Key Opinion Leaders within Medium-Large Pharma in USA.
4. To identify and connect directly with C-Level executives from Small and Emerging Biotechs prior to engaging in an RFP process to gain competitive advantage in the marketplace.

SOLUTION

- Proventa International assigned 4 consultants for 6 months generating appointments for the CROs senior management to take through the value sale and close.
- Outreach to Proventa Internationals network of over 2000+ Director and above level executives across the USA who either make the decision or making up part of the decision making process for outsourcing Integrated Drug Discovery.
- Executing a USA roadshow of in-house bespoke events across Boston, New Jersey, San Francisco & San Diego for the CRO each attracting a minimum of 20 delegates within a 2 week execution period.
- This allowed the CRO to have the main hubs in the USA understand their value proposition whilst also being able to engage directly with key stakeholders who had identified a clear need to invest in such solutions in the next 12 months.
- Proventa International saved the CRO associated costs of senior management continually flying to USA for individual 1-1 meetings as Proventa International gathered all interested parties to 4 separate locations saving time and money for both parties.
- With over 80 qualified face to face engagements across 2 weeks, plus 6 months appointment setting for those who would like a more intimate conversation Proventa International provided a viable solution to the CROs current challenge.
- The CRO was now relieved of the burden of non-core business development functions and recruitment in USA.
- The CRO still maintained control of its core management of the sales process as Proventa International solely provided a pre-sales and qualified lead generation service.
- The CRO was able to penetrate the USA without any capital expenditure investment, but with maximum flexibility able to adjust staffing and investments based on how strong of a sales pipeline needed to generate a tangible return on investment.

PROVENTA TALENT

A PROVENTA INTERNATIONAL BRAND

Where Talent Meets Opportunity

ABOUT US

At Proventa Talent, we always look ahead to ensure that the service we deliver to you is second to none, both now and in the future. Proventa Talent based around our three key principles of commitment, intelligence and partnership ensures an unparalleled recruitment solution in the industry.

We work with the leading talent in the field to offer a service of high quality, efficiency and transparency. We have the expertise to recruit across all markets within the life science industry and at global level. In addition to this, our relationship with many organisations across the Life Sciences sector means that we are constantly developing our recruitment services to offer market-leading solutions to suit your short, medium and long term needs.

OUR SOLUTIONS

Occupying senior level appointments within the Life Sciences sector, Proventa Talent are able to work in close partnership with you to offer a variety of methodologies directly suited to your unique business needs.

Contingency

Identifying and delivering talented candidates quickly and efficiently. Contact us today to discuss your live and prospective vacancies with a focused and professional recruiter. An efficient solution to permanent recruitment needs, leveraging our extensive networks when time as well as quality are critical.

Executive Search / Retained

A targeted approach for board and senior management positions. Sourcing executive leaders can be a time-consuming and extremely sensitive issue when it comes to exploring a new directive within the company or organisational footing. Our leadership team has core experience and specialist knowledge of partnering and identifying key leadership appointments, while ensuring the business ethos is carefully matched to clients and hires alike. This service offers a comprehensive, focused approach to an executive search while ensuring our clients are presented with specific candidates from the market.

Contract / Interim

A solution to cope with demand peaks or delivery of specialist projects. The specialised team at Proventa Talent are able to cope with multiple hires (both paid and advisory) while supporting clients who may have a need for a specific project or support during periodical pressures. Close relationships with our contractors enables us to quickly deliver pre-qualified, high-quality interim resources.

Recruitment Process Outsourcing

The route to success is faster when you work together. By working with our RPO solution, we can coordinate your recruitment service by offering dedicated account management services both on site or remote while providing efficient talent mapping strategies to source appropriate potential hires. By partnering together, Proventa Talent can offer expert advice on best practice recruitment strategies from retention to resourcing while delivering on time and on budget.

Research Services

Market insight and competitor intelligence.

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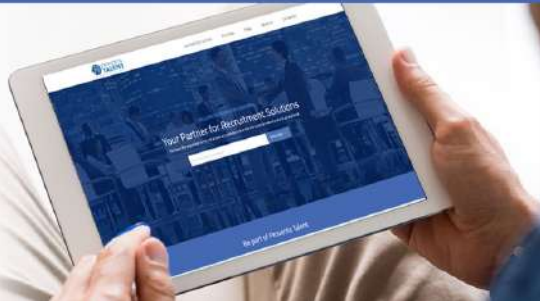
Your Partner for Recruitment Solutions

www.proventatalent.com



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