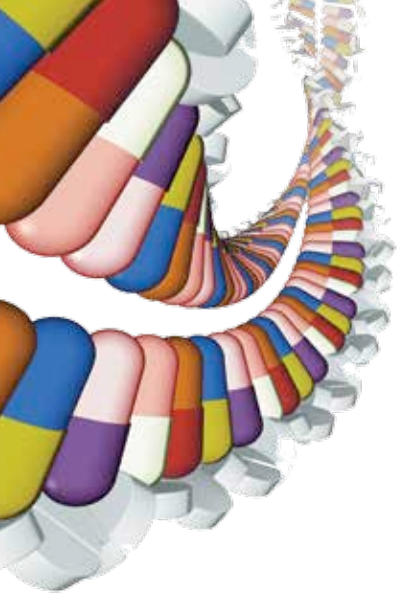

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For Global Quality, Safety and Reliability

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MissionStatement

To build effective and efficient supply chain STRATEGY for the biotech, biopharma, pharma and biomedical device industries by developing, advancing, and disseminating best practices, knowledge, and research.

To encourage and promote supply chain INNOVATION within the biotech, biopharma, pharma and biomedical device industries for the highest quality and clinical outcomes in patient care and welfare.

To create a supply chain COMMUNITY of thought and practice leaders from the business, professional association and academic sectors for information exchange, shared services, and collaboration.

ExecutiveCommittee

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Singh


Somerville


Suryanarayanan


Tenerowicz


Waller

Paul Seaback, Head of Global Supply Chain, Gilead Sciences

Mahender Singh, Ph.D., Research Director, Center for Transportation and Logistics, Massachusetts Institute of Technology

Susanne Somerville, Vice President, Supply Chain North America Region, Genentech (A Roche Company)

Shankar Suryanarayanan, Director, Manufacturing Strategy, Baxter International

Rob Tenerowicz, Vice President, Supply Chain Management, BioMarin

Rayne Waller, Vice President, Global Supply Chain, Amgen

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CONSOLIDATED KIT, BULK SUPPLY, REQUISITION PRINTING AND LOGISTICS OUTSOURCING MANAGEMENT

Over a decade of experience in direct distribution for hundreds of laboratories nationwide in FDA registered cGMP compliant facilities.

Intelligent Supply Management

Therapak Kit-Track ID technology allows you to:

- *Reduce supply costs while increasing service levels to clients*
- *Proactively manage client kit inventory to boost kit utilization*
- *Automatically replenish client kit inventory*
- *Track inventory by expiration date to ensure compliant samples*

Kit-Track ID Label
Bone Marrow Collection Kit
Lot: 3883413002 Exp: 31-Dec-2016
1234-5687

Every Therapak-assembled kit is tracked by:

- Production Lot Number
- Unique Serial Number
- Expiration Date
- Purchase Order Number
- Protocol Designation
- Account or Site Number
- Order Number
- Shipment Tracking Number

Intelligent Supply Management (ISM) Service Plans

	ISM-1	ISM-2	ISM-3	ISM-4	ISM-5
Freight Management Analysis	✓	✓	✓	✓	✓
Current Kit Assessment	✓	✓	✓	✓	✓
Kit Development and Branding	✓	✓	✓	✓	✓
Bulk Supplies Repackaging Review	✓	✓	✓	✓	✓
Requisition Standardization	✓	✓	✓	✓	✓
DOT/IATA Kit Certification	✓	✓	✓	✓	✓
Temperature Testing Validation	✓	✓	✓	✓	✓
Liquid Filling Haz Mat Review	✓	✓	✓	✓	✓
Courier Shipping Products Review	✓	✓	✓	✓	✓
Courier Awareness Training	✓	✓	✓	✓	✓
Integration with Freight Carriers	✓	✓	✓	✓	✓
Recycling Program Review	✓	✓	✓	✓	✓
CS-Express Online Software Access		✓	✓	✓	✓
CS-Express User Training		✓	✓	✓	✓
CS-Express Requisition Printing		✓	✓	✓	✓
CS-Express Airbill / RSL Printing		✓	✓	✓	✓
Monthly Management Reports		✓	✓	✓	✓
CS-Express Inventory Reporting		✓	✓	✓	✓
Kit-Track Site Inventory Valuation			✓	✓	✓
Kit-Track Inventory Reconciliation			✓	✓	✓
Kit-Track Auto Replenishment				✓	✓
Kit-Track Integrated RSL Access					✓

Therapak's state-of-the-art online supply management portal can be integrated with customer's CRM or LIMS systems for ease of supply order management and updating account information.

FOR MORE INFORMATION
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TUESDAY
october 8, 2013

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8:00 AM – 9:00 AM **REGISTRATION, BREAKFAST AND MEET & GREET**

9:00 AM – 9:15 AM **WELCOME ADDRESS: "CONVERGENCE OF SCIENCE, TECHNOLOGY & BUSINESS: BIOTECH INDUSTRY REALITY!"**

Devendra Mishra, Executive Director, BSMA

9:15 AM – 9:45 AM **SCM EXECUTIVE PANEL: INDUSTRY 360° - "ADVANCING THE EFFICACY AND INTEGRITY OF THE BIOTECH SUPPLY CHAIN"**

The subjects of supplier relations development, contract manufacturing and clinical trials management, governmental compliance, collaboration for efficiency, cold chain technology challenges, IT deployment, Big Data and analytics, integrity in the global supply chain, emerging markets and best practices from other industries will be discussed to generate solutions for the young biotech industry.

MODERATOR: Wayne McDonnell, Director of Advisory, PwC

PANELISTS: Kevin Pegels, Vice President – Global supply Chain, Bayer Healthcare – Biotech; **Mark Buck,** Global Supply Chain and Procurement Leader, Bio-Rad; **Richard Dawe,** Professor, Ageno School of Business, Golden Gate University; **Susanne Somerville,** Vice President, Supply Chain North America Region, Genentech (A Roche Company)

9:45 AM – 10:30 AM **KEYNOTE ADDRESS: "CA EPEDIGREE LAW 2015: CALL TO ACTION!"**

Presentation of game plan for adoption of California's e-Pedigree requirements for tracking prescription drugs to take effect on a staggered basis from January 1, 2015 until July 1, 2017. Enacted to safeguard the state's prescription drug supply, the law requires all owners and buyers of prescription drugs to append an electronically created and maintained record (or pedigree) to track every sale and purchase as the drug moves through the supply chain from the manufacturer through wholesalers to the pharmacy or physician.

Virginia Herold, Executive Officer, California Board of Pharmacy

10:30 AM – 11:15 AM **NETWORK BREAK**

11:15 AM - 11:45 AM **"BIG DATA AND ANALYTICS: THE TRANSFORMATIVE POWERHOUSE FOR BIOTECH INDUSTRY ADVANCEMENT"**

A big-data revolution is under way in health care. Start with the vastly increased supply of information. Over the last decade, pharmaceutical companies have been aggregating years of research and development data into medical databases, while payors and providers have digitized their patient records. Meanwhile, the US federal government and other public stakeholders have been opening their vast stores of health-care knowledge, including data from clinical trials and information on patients covered under public insurance programs. In parallel, recent technical advances have made it easier to collect and analyze information from multiple sources—a major benefit in health care, since data for a single patient may come from various payors, hospitals, laboratories, and physician offices.

David Wiggin, Program Director, Healthcare & Life Sciences, Teradata

11:45 AM – 12:15 PM **"SUPPLY & DISTRIBUTION RISKS: ASSESSMENT AND MITIGATION FOR THE VIRTUAL SUPPLY CHAIN"**

A comprehensive and systematic solution will be presented to determine the risks faced by a company, known and unknown, in the global marketplace of a drug owner/developer that has internal or external relationships with businesses providing research, clinical trials management, manufacturing, information technology and distribution services. Proven solutions will be provided to mitigate the risk and ensure the strategic growth of the IP holder with relevance to mid-sized and small companies.

Friedhelm Lotz, Partner and Audit Practice Leader, Global Risk Experts, AG.

12:15 PM – 1:30 PM **LUNCHEON BREAK**

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MANAGING SUPPLY LOGISTICS IN AN EXPANDING CLINICAL TRIAL UNIVERSE

Under pressure to jumpstart productivity and reduce the time and cost of shepherding new drugs from laboratory through licensure, the biopharmaceutical industry began aggressively globalizing clinical trials about 15 years ago. Lured by lower research expenses, rapid patient recruitment and the opportunity to establish footholds in developing markets, the migration of studies to countries such as China, India and Russia proved to be a resounding success. Today, half of all clinical trials are conducted offshore and in more developing countries than ever before, profoundly increasing the complexity of supply chain logistics.

Emerging markets in Asia, Latin and Central America, the Middle East, Africa and Eastern Europe -- many of which didn't make the short list for trials in the past -- are fast becoming sought-after study locations. Their newfound popularity comes at a time when drug development costs are higher than ever and competition is emerging from some of the very markets to which trials migrated nearly two decades ago, primarily China, India and even Korea.

ClinicalTrials.gov, the registry of clinical trials in the United States and around the world, documents the ongoing shift. In late 2012, the website listed more than 136,000 clinical trials taking place in 181 countries, a number that has been climbing steadily. About 40% of clinical trials took place in emerging nations of Asia, Latin America and Africa in 2012.

While an enlarged clinical trial universe certainly benefits patient recruitment and diversity, it also multiplies the operational and strategic obstacles that clinical trial professionals must circumvent:

- In addition to inexperience in conducting trials and differing quality standards, there are widespread differences from country to country in Customs knowledge, experience and laws.
- Many developing countries are also evolving Regulatory requirements about the conduct of clinical trials and protection of research subjects.
- Other challenges include the need to manage logistics complicated by countries with limited infrastructure, especially outside major cities. The growth of studies testing temperature-sensitive biologics with special handling and transportation needs presents additional logistical challenges across the supply chain.
- Finally, there are regional idiosyncrasies -- differences of language, both spoken and unspoken, working patterns, culture and religion -- that add another layer of complexity.

While challenging, none of these obstacles is insurmountable. Navigating them successfully, however, requires a well-defined, sustainable process capable of mitigating risk from the beginning to the end of the supply chain.

This white paper discusses the challenges of conducting clinical trials in emerging markets and how to navigate them:

- New challenges for global clinical trials
- The changing regulatory environment
- Differing customs requirements
- Infrastructure issues
- Technology/ data management
- Regional idiosyncrasies
- Rules of success

To download a longer version of this white paper, go to http://www.fisherclinicalservices.com/mediaroom/115/

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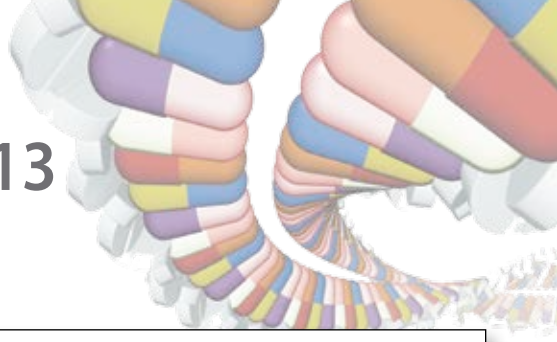


TRACK 1: SERIALIZATION, TRACEABILITY & TEMPERATURE-CONTROLLED DISTRIBUTION 1:30 PM – 5:30 PM

1:30 PM – 2:00 PM **"ONE WAY OR ANOTHER, SERIALIZATION AND TRACK & TRACE WILL TRANSFORM THE PHARMA AND BIOLOG SUPPLY CHAINS"**

Significant supply chain transformation is nearly upon us with serialization and track & trace regulatory requirements popping up here at home and around the globe. In just a few years, the value of pharmaceuticals and biopharmaceuticals in the supply chain will not only be determined by the price set by the manufacturer or payers, it will depend on how accurate and "clean" their documented supply chain history is. Without a clear supply chain pedigree, drugs and biologics will have no value. The maintenance and use of the new supply chain IT systems that will be needed to ensure that this documentation is not inadvertently lost or garbled will require new skills and great care. This session will examine some of the regulatory requirements and the problems that these new systems must address so that users will have confidence in the value of their inventory.

Dirk Rodgers, Founder, RxTrace & CEO, Dirk Rodgers Consulting

2:00 PM – 2:30 PM **"THE GLOBAL NETWORK SERVICE FOR PRODUCT SAFETY, QUALITY AND RELIABILITY"**

Responding to the end-to-end Supply Chain initiative of the U.S. Food and Drug Administration, a network service solution will be presented to ensure product safety, quality and reliability in order to move from a posture of intercepting harmful products to anticipating and preventing the arrival of such goods in order to ensure maximum patient care in the world.

Shabbir Dahod, CEO, TraceLink

2:30 PM – 3:30 PM **PANEL: "DRIVING SERIALIZATION AND EPEDIGREE FOR BUSINESS GROWTH AND PROFITABILITY"**

Listen to experts from across the pharmaceutical distribution chain (manufacturers, wholesalers, pharmacies, third party logistics providers) as they discuss supply chain security. A distinguished panel will review pending California and Federal legislation in the areas of serialization, traceability and ePedigree. Other topics to be addressed include patient safety, use of new technologies, and feasibility of requirements. Panelists will highlight these issues from their stakeholder perspectives to provide a comprehensive analysis of supply chain security issues.

MODERATOR: Mark Ginestro, Partner, Clarkston Consulting

PANELISTS: **Bethany Hoover**, Director, Supply Chain Integrity, BioMarin; **Chris Chandler,** Senior Director - Healthcare, GS1 US; **Shabbir Dahod,** CEO, TraceLink; **John Johnson,** Director - Pharmacy, Sharp Memorial Hospital; **Dirk Rodgers,** Founder, RxTrace & CEO, Dirk Rodgers Consulting; **Steve Tadevich,** Director Serialization Technologies, McKesson

3:30 PM – 4:00 PM **NETWORK BREAK**

4:00 PM – 5:15 PM **PANEL: "THE EVOLUTION OF THE COLD CHAIN AND HOW TECHNOLOGY IS PLAYING A ROLE IN PRODUCT INTEGRITY"**

Deployment of the emerging temperature-controlled logistics and cold chain technology, manifesting from end-to-end of the supply chain, requires packaging engineering standards, business processes, information systems and monitoring mechanisms. The stakeholders will discuss the pitfalls and present a blueprint for the manufacturing, logistics and distribution of temperature-sensitive materials and finished products globally.

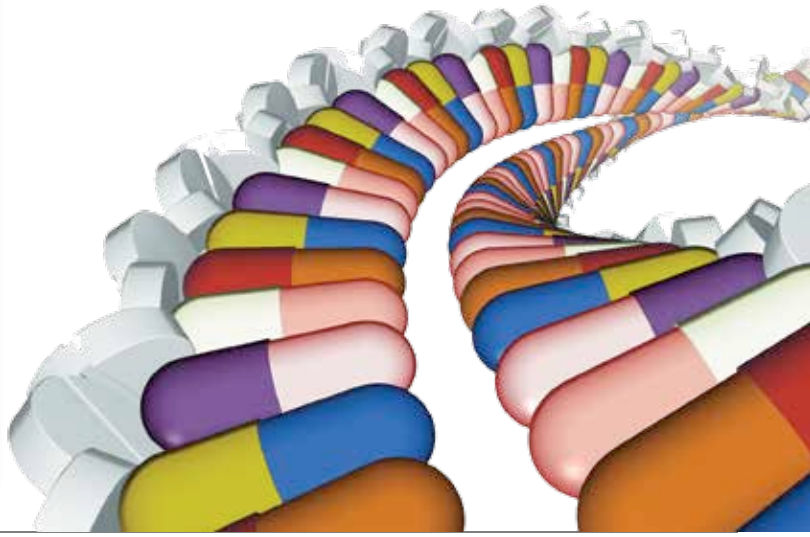
MODERATOR: **Doug Wettergren,** Regional Sales Manager, Envirotainer

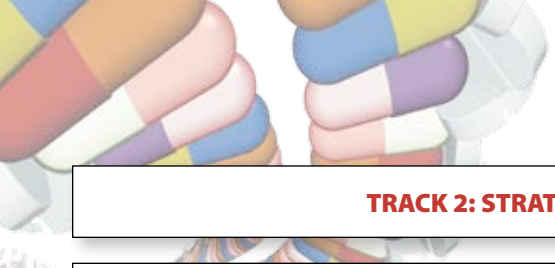
PANELISTS: **Sophia Sharp Donaldson,** Senior Director, Global Supply Chain, Baxter Bioscience; **Gary Hutchinson**, CEO, Modality Solutions; **Lisa Fuller-Howard,** Global Product Manager, UPS; **Chris Amber,** Executive Vice President, Unitrans International Corp; **Marissa Johnson,** Cold Chain Transport Solutions Consultant/Architect, LifeConEx

5:15 PM – 5:30 PM **WRAP UP: FURTHERING PROGRESS!**

Mark Ginestro, Partner, Clarkston Consulting

5:30 PM – 6:30 PM **COCKTAIL RECEPTION**





TRACK 2: STRATEGIC SOURCING & CLINICAL SUPPLY CHAIN 1:30 PM – 5:30 PM

1:30 PM – 2:00 PM **PANEL: "STRATEGIC MANAGEMENT OF SUPPLIERS: MAINTAINING EFFICIENT MANUFACTURING OPERATIONS"**

Learn how industry experts address Supplier Relationship Management (SRM), Suppliers in Emerging Markets, Supplier Qualification, Total Cost of Acquisition, Life Cycle Management, Talent Development and How to Measure Success.

MODERATOR: Jim Latimer, Chairman, Strategic Sourcing Steering Committee, BSMA

PANELISTS: Dan Ambrose, Director, Customer Logistics, VWR International; **Paul Anderson,** Vice President, Global Procurement, Life Technologies; **Mark Buck,** Global Supply Chain and Procurement Leader, Bio-Rad; **Mike Mayo,** Director, Materials & Procurement, Olympus Biotech

2:00 PM – 2:20 PM **BACK TO BASICS: 7 FOCUS AREAS FOR SUPPLY CHAIN IMPROVEMENTS**

Facing complexity, uncertainty and competition is the new normal in the global delivery of goods and services. A comprehensive framework will be presented, consisting of the focus areas of core information systems, operational excellence, electronic integration with trading partners, customer segmentation, expanded value add services, segmentation of the supply chain and collaboration with customers.

Dan Ambrose, Director, Customer Logistics, VWR International

2:20 PM – 2:40 PM **"CONSORTIUM PURCHASING: CURRENT BENEFITS & FUTURE OPPORTUNITIES"**

Are GPOs part of your strategic sourcing? Come join us for a Biotech Group Purchasing Organization State of the Union led by the two life science industry leaders, Biocom Purchasing Group and BIO Business Solutions. Learn more about the power of leveraging life science spend across 3,000+ companies nationwide and join in on the discussion with senior business leaders to further enhance the value of these programs for members and the entire industry. Together we can set the pace for what's next in the world of life science procurement.

Tom Heebink, Business Development & Strategic Alliances, Western Region, BIO; **Rick Fultz,** Managing Director, BIOCOM Purchasing Group

2:40 PM – 3:00 PM **TRIALS & TRIBULATIONS OF HR: DEVELOPING SOURCING MANAGEMENT EXECUTIVES**

To attract, retain and develop top talent in biotech strategic sourcing supply chain management has never been more strategic a demand than ever before. The global market place, inter-dependence of trading partners in the supply chain, emerging markets for sourcing, IT connectivity and stringent requirements of agility, cost reduction, quality, sustainability of the environment and safety have added challenges to management responsible for strategic sourcing. Finally, the value of team work in a continuous improvement environment remains undisputed. The presentation will address these requirements of Human Resource as met successfully at Bio-Rad. Knowing that employees represent the majority of company value, maximizing that value requires truly knowing your talent and continuously developing it to influence and drive change across all departments, both local and global where "hard" technical and "soft" people skills are blended.

Guadalupe "Lupe" Leon, Division Global HR Manager, Bio-Rad Laboratories

3:00 PM – 3:30 PM **"CLINICAL SUPPLY MANAGEMENT: BEST PRACTICES AND SERVICES FOR THE GLOBAL MARKETPLACE"**

Presentation of how supply chain can support clinical development and help serve as a launching point for commercial success in the most economical and timely manner. Learn and share with your peers solutions and best practices to common challenges encountered in clinical supply chain. Hear how the experts perform forecasting, determine safety stock levels, manage inventory, reduce costs and lead times, satisfy labeling, packaging and cold chain requirements, and handle shipments to emerging markets. The IT Integration in the supply chain will be discussed.

MODERATOR: Devendra Mishra, Founder & Executive Director, Bio Supply Management Alliance and Adjunct Professor, Graziadio School of Business & Management, Pepperdine University

PANELISTS: Amy Penticoff, Director, Clinical Supply Management, Intarcia Therapeutics; **Elizabeth Gallagher,** Global Logistics, Fisher Clinical Services; **Bill Coakley,** Director, Supply Chain Planning, BioMarin; **Lisa Fuller-Howard,** Temperature True Product Manager, UPS; **Michelle Foust,** Director of New Product Development, Almac Clinical Services

3:30 PM – 4:00 PM **NETWORK BREAK**

4:00 PM – 4:30 PM **"3RD PARTY BLINDING CASE STUDY: BEST PRACTICES FOR ACHIEVING AND MAINTAINING SITE COMPLIANCE"**

Maintaining blind and achieving maximum site compliance are essential to conducting a successful clinical trial in which 3rd party blinding is required. Site education, clear instructions and a close partnership with the clinical team are all necessary components for success. In this case study presentation attendees will learn: Techniques to achieve and maximize site compliance; Necessary components for maintaining blind; How to leverage site pharmaceutical expertise; and, Best practices in site education.

Michelle Foust, Director of New Product Development, Almac Clinical Services

4:30 PM – 5:30 PM **"CHALLENGES IN MANAGING CLINICAL SUPPLY CHAINS: WORKSHOP"**

The complexity of clinical trials and clinical supply chains continues to increase as clinical teams reach to new geographies and approach trial execution with an even greater sense of urgency. At the end of every clinical supply chain is a patient that is counting on their medication. What are the critical decisions that must be made when setting up and managing a clinical trial, and how can the inherent risks be identified and mitigated early on? What are some of the best strategies for making the supply chain robust? This session will explore the key risk factors, decisions, and implications of those decisions when managing a global clinical supply chain.

Pam Osbourne, Senior Clinical Supply Chain Manager, Thermo Fisher Clinical

5:30 PM – 6:30 PM **COCKTAIL RECEPTION**

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TRACK 3: MOLECULAR DIAGNOSTICS 1:30 PM – 5:30 PM

1:30 PM – 2:00 PM **"MOLECULAR DIAGNOSTICS TESTING INDUSTRY: AN OVERVIEW"**

The market for molecular diagnostics testing, projected do reach $14 Billion in 2014, is fragmented with more than 500 companies, where 98% of them could benefit from the best practices of supply chain management. Molecular diagnostic tools have a vast base of end-users, which includes hospital-based laboratories, reference laboratories, and others (physicians' labs, research laboratories, other healthcare clinics, and government agencies. The research will highlight the opportunities to achieve low product cost, high quality, compliance with governmental regulations, speed to market and customer service.

Mike Crowell, Sr. Director, Supply Chain Management, Verinata Health (Illumina); **Alan Wells**, Vice President, Diagnostics Laboratory Operations, Life Technologies

2:00 PM – 2:30 PM **"SUPPLY CHAIN 101: FOUNDATIONS FOR SUCCESS IN THE MOLECULAR DIAGNOSTICS TESTING "**

The presentation will answer the questions:
How should supply chain leaders support the company's growth mission over time?
What key supply chain capabilities should leaders build over time?
What are the key metrics that supply chain leaders should focus on to monitor performance and guide the supply chain?
What are the regulations that supply chain leaders should prepare to comply with in the next few years (focus on UDI)?

Wayne McDonnell, Director of Advisory, PwC

2:30 PM-3:10 PM **PANEL: "MOLECULAR DIAGNOSTICS TESTING: OPPORTUNITIES FOR SCM EFFICIENCY!"**

As scientists discover how to glean useful information from the human genome through sequencing and make that information clinically meaningful, this market will continue to grow rapidly from startup through to commercialization. These constituent would probably relish the opportunity to share the SCM tools and strategies used in this area. As you may know, the needs of a molecular diagnostic companies' supply chains are just as critical to its success as it is to a larger pharma/biopharma commercial organization, but in many respects the strategies that are emerging are different from big pharma, or biopharma's needs (think a service delivery model supply chain vs. that of a drug manufacturer or distributor).

MODERATOR: Alan Wells, Vice President, Diagnostics Laboratory Operations, Life Technologies

PANELISTS: Susan Jiang, Supply Chain Supervisor, Verinata Health (an Illumina Company); **Arbi Harootoonian,** Vice President, Business Development, Therapak; **Glen McHenry,** Senior Manager SCM, Monogram Bioscience; **Meserve Platt,** Associate Director- Materials & Facilities, Crescendo Biosciences; **Karel Hurka, Jr.,** Sr. Manager, SCM, Genomic Health; **Christelle Laot,** Technical Fellow, Cold Chain Management, Life Sciences & Specialty Services, FedEx

3:10 PM-3:30 PM **"CASE STUDY: "MANAGING YOUR 3-PL PARTNER"**

Now that you have selected a partner – defined the kit and done the data dance to share addresses for deliveries, How do we manage this relationship? How do we keep our customers – internal and external happy? How do we ensure the 'bang-for-the-buck'?

Meserve Platt, Associate Director Materials / Facilities, Crescendo Bioscience

3:30 PM – 4:00 PM **NETWORK BREAK**

4:00 PM – 4:30 PM **"DESIGNING SOLUTIONS FOR HEALTHCARE SHIPPERS"**

Healthcare shippers, and in particular those involved with molecular diagnostics, have unique transportation needs. Case studies illustrate how specific shipping solutions can be designed by close collaboration between shippers and shipping providers. Risk management practices put in place at FedEx in relation to cold chain logistics will also be presented.

Christelle Laot, Technical Fellow, Cold Chain Management, Life Sciences & Specialty Services, FedEx

4:30 PM – 5:00 PM **"CASE STUDY: "DRUM, BUFFER, ROPE"**

Using a pull based inventory replenishment model for variable process environments where Push/MRP does not easily fit.

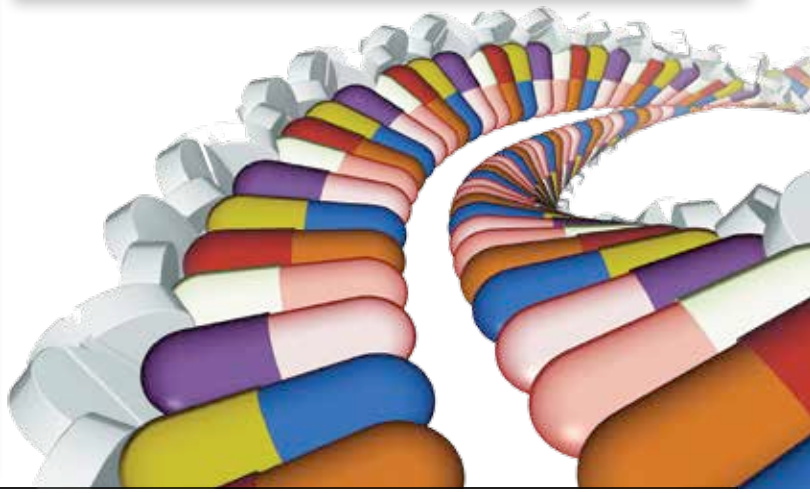
Mike Crowell, Director Supply Chain, Verinata Health (Illumina)

5:00 PM – 5:30 PM **"CASE STUDY: "RIGHTSIZING YOUR CLIENT'S KIT INVENTORY"**

Demonstration of tools that can help diagnostic companies ensure that their clients sites have the right amount of sample kits ready for use at the right time.

Arbi Harootoonian, Vice President, Business Development, Therapak

5:30 PM – 6:30 PM **COCKTAIL RECEPTION**



After six years of intensive research, it's time for active thinking

You've made it. After years of research, and millions invested in the hope of a breakthrough, your product is finally on the market. Now is the time for active thinking.

Around 20% of all temperature-sensitive healthcare products are wasted due to broken cold chains. So how can you safeguard your product when shipping it over long distances? Consider an active solution. Envirotainer's temperature-controlled air cargo containers secure the perfect condition. Data is continuously gathered during transport so that you can follow-up the exact status of your shipment. What's more, our solutions are backed by in-depth knowledge, expert support services and an extensive network.

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Envirotainer°

The Active Cold Chain

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Bio Supply Management Alliance membership is open to those who belong or have an interest in the operations and supply chain activities in the bio life sciences. The member dues cover all subsidiaries of the entity. BSMA is dedicated to increasing the capabilities and knowledge of bio life sciences supply chain management professionals worldwide.

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Executive Membership Level 2	Annual Revenues Less Than or Equal to $1 Billion	$6,500____
Executive Membership Level 3	Emerging and Startup Drug Companies without a commercial product	$2,000____
Affiliate Membership 1	Annual Revenues Greater than $250 million	$6,500____
Affiliate Membership 2	Annual Revenues Less than or Equal to $250 million	$2,500____
Academia Membership	Any accredited academic institution that works in support of the bio life sciences.	$500____
Individual Membership	Annual Revenues Greater than $1 Billion	$500____

PAYMENT

Membership is effective upon receipt of dues payment and is active for twelve (12) months thereafter. If paying by check, make payable to BIO SUPPLY MANAGEMENT ALLIANCE. Send completed application to Devendra Mishra, 23681 Park Andorra, Calabasas, CA 91302 or fax to 513-893-2107

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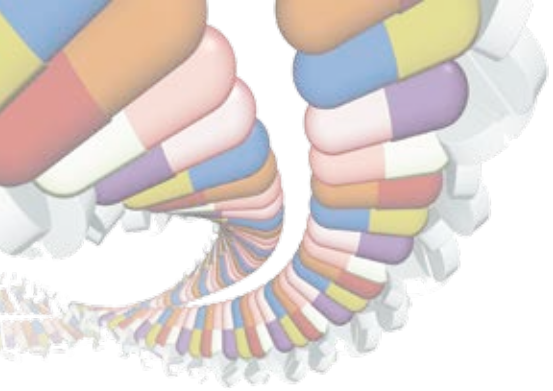

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MembershipBenefits

- Advisory board membership
- Participation in industry-specific steering committees
- Passes to BSMA partner events
- Marketing and advertising in quarterly industry journal
- Upgrade on sponsorship and group registration packages to partner events
- Exclusive banner ad on newsletter and top rotation on Alliance website
- Company logo on organization communications
- Exclusive access to Alliance online community
- Discounts to Alliance events
- Exclusive access to online presentations from BSMA sponsored events

FIND OUT MORE:
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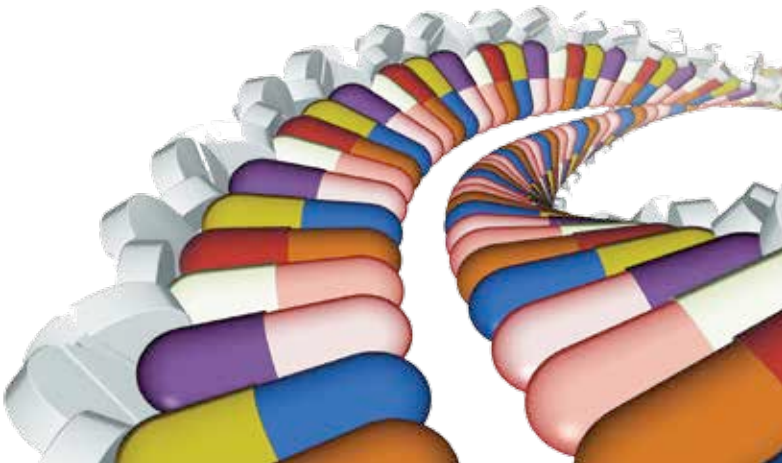

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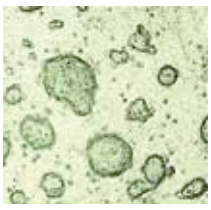


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STEERING COMMITTEES

PROMOTING INDUSTRY SUPPLY CHAIN INITIATIVES!

SUPPLY CHAIN INFORMATION MANAGEMENT (SCIM) STEERING COMMITTEE

Identifying the best information and systems technology required to meet the complex technology needs of the biotech and pharma supply chain.

CHAIRPERSON: Grant Hodgkins, Strategy Standards & Process Manager, Global Supply Chain, Alcon Laboratories

Committee Members:

- **R. Arun Kumar**, VP, Global Sales, Capgemini
- **Colin Finn**, Founder and VP, Marketing, Pelyco Systems
- **Kevin Riccoboni**, IT Leader, Global Operations, Life Technologies
- **Lou Killian**, Enterprise Systems for Technical Operations, BioMarin
- **Tim Kvanvig**, Business Unit Life Sciences, Oracle
- **Vue Liebetran**, Director, IT Supply Chain Global Systems, Bio-Rad
- **Gautam Sharma**, Principal, SAP Life Sciences -NA, Capgemini
- **Joy King**, Lead, Life Sciences Practice, Teradata

SUPPLY CHAIN STRATEGIC SOURCING (SCSS) STEERING COMMITTEE

Identifying and enabling the sharing of best practices in common areas of interest relating to strategic sourcing.

CHAIRPERSON: Jim Latimer, Senior Director, Purchasing and Supply Management, Elan Pharmaceuticals

Committee Members:

- **Dan Ambrose,** Director Customer Logistics, VWR International
- **Paul Anderson**, VP, Global Procurement, Life Technologies
- **Mark Buck**, Global Procurement and Supply Leader, Bio-Rad Laboratories
- **Mike Crowell,** Senior Director Supply Chain Management, Verinata Health
- **Ken Duval**, Associate Director, Supply Chain, Shire Pharmaceuticals
- **Dale Dwier**, Manager, Strategic Sourcing, Bayer Healthcare
- **Rick Fultz,** Director, Purchasing Group, BIOCOM
- **Tom Heebink,** Business Development & Strategic Alliances, BIO
- **Tim Jordan**, Associate Director Supply Chain, MAP Pharmaceuticals
- **Mary Kachinsky,** Senior Director, Strategic Sourcing, Cubist Pharmaceuticals
- **Marc Lampron**, Senior Director, Procurement, Genentech
- **Myles Marcus,** Vice President, Supply Chain, Dendreon
- **Mike Mayo**, Director, Materials and Procurement, Olympus Biotech
- **Mike Mitchell**, Director, Supply Chain Management, SAFC Biosciences
- **Isaac Young**, Sr. Dir., Supply Chain Operations, BioMarin Pharmaceuticals, Inc.
- **Yingming Yue**, Associate Director, Supply Management, Nektar Therapeutics Pharmaceuticals

SUPPLY CHAIN TALENT MANAGEMENT (SCTM) STEERING COMMITTEE

Developing leaders and programs that increase the capabilities and skills in the biotech and pharma supply chain community.

CHAIRPERSON: (TBA)

Committee Members:

- **Don Wilson**, Associate Manager, Amgen
- **Keith Launchbury**, CFPIM, President, Keith Launchbury and Associates, Vice Chair, BSMA Talent Development Committee
- **Devendra Mishra**, Founder & Executive Director, Bio Supply Management Alliance and Adjunct Professor, Graziadio School of Business & Management, Pepperdine University
- **Nancy Nix**, Ph.D., Executive Director, Executive MBA Program; Supply Chain Professor, Neeley School of Business, Texas Christian University
- **Dave Malenfant**, VP, Global Supply Chain, Alcon Laboratories Inc.
- **Phil Kaminsky, Ph.D.**, Professor, School of Industrial Engineering, University of California, Berkeley, Site Director, Center for Excellence in Logistics and Distribution
- **Richard Dawe**, Ph.D., Professor, Ageno School of Business, Golden Gate University
- **Kevin Pegels**, VP, Supply Chain Management, Bayer Healthcare
- **Adam Zak**, CEO, Adam Zak Executive Search

SUPPLY CHAIN RISK MANAGEMENT (SCRM) STEERING COMMITTEE

Identifying the best practices for the identification, measurement, and execution of managing risks in the end-to-end supply chain of the biotech and pharma industry.

CHAIRPERSON, Vijay Chiruvolu, Director, Operations Risk Management, Amgen

Committee Members:

- ***Adam Zak***, Founder and CEO, Adam Zak Executive Recruiter Laboratories
- **Arun Cavale**, Principal, NexInfo
- **Carla Reed**, Principal, Tunnell Consulting
- **Chris Sam**, Executive Director, Craigshannock
- **Dave Malenfant**, SVP, Global Supply Chain, Alcon
- **Jane Lavine**, Insurance Executive
- **Lew Kontnik**, Director of Brand Protection, Amgen
- **Michael Mooney**, Dir., Risk Management & Insurance - The Americas, Expeditors
- **Mohinder Sikka**, CEO, Sensitel
- **Ron Bone**, SVP, Distribution, McKesson Pharmaceuticals
- **Thomas Smith**, Director, Supply Chain, Shire Pharmaceuticals
- **Yingming Yue**, CPIM, Associate Director, Nektar Therapeutics

STEERING COMMITTEES

PROMOTING INDUSTRY SUPPLY CHAIN INITIATIVES!

ENVIRONMENTALLY CONTROLLED LOGISTICS (BIOTECH COLD CHAIN MANAGEMENT) STEERING COMMITTEE

Identifying the best practices for controlled environmental logistics to maximize patient safety and enhance its value chain.

CHAIRPERSON: Gary Hutchinson, CEO, Modality Solutions

Committee Members:

- **Rod Derifield**, President, Envicooler
- **Don Wilson**, Associate Manager, Amgen
- **Douglas Wettergren**, Regional Sales Manager, Western North America, Envirotainer
- **Ed Church**, Executive Director, ISTA
- **Jim Cox**, CEO, TempTRIP
- **Paul Harber**, Associate Engineering Consultant, Eli Lilly

MOLECULAR DIAGNOSTICS TESTING STEERING COMMITTEE

Establish a network and facilitate the sharing and building best practices, advancing the adoption of information systems and tools, and meeting the challenges of logistics in emerging markets of the Molecular Diagnostics Testing segment of the biopharma industry. The broad areas to be embraced are Sales & Operations Planning, Materials Management /Strategic Sourcing and Procurement, Logistics, Information Technologies, Emerging Markets and SCM in general.

CHAIRPERSON: Mike Crowell, Sr. Director, Supply Chain Management, Verinata Health

Committee Members:

- **Alan Wells,** Vice President, Diagnostics Laboratory Operations, Life Technologies ,
- **Andrea Fox,** Sales Executive - Life Sciences, FedEx
- **Arbi Harootoonian,** Vice President, Business Development, Therapak
- **Glen McHenry,** Sr. Manager Supply Chain Management, Monogram Biosciences
- **Jordan Myers,** Sales Associate, VWR Healthcare
- **Karel Hurka Jr,** Sr. Manager Supply Chain Management, Genomic Health
- **Scott Krhoun,** Supply Chain Operations Manager, Tethys Biosciences
- **Meserve Platt,** Associate Director Materials / Facilities, crescendo Bioscience
- **Rishi Kacker,** Vice President, Engineering, Counsyl Diagnostics
- **Susan Jiang,** Health Supply Chain Supervisor, Verinata Health
- **Tom Schoenherr,** Vice President, Business Development, Counsyl Diagnostics
- **Winnie To,** Supply Chain Manager, Natera Health

HEALTHCARE POLICY COMMITTEE

Informing and educating the members about governmental regulations related to the Biopharma industry and serve as a resource for the governmental agencies as it develops and implements regulations.

CHAIRPERSON: Ron Bone, SVP, Distribution, McKesson Pharmaceuticals

Committee Members:

- **Karen Conway**, Director, Healthcare, Global Health Exchange
- **Lou Kontnik**, Director of Brand Protection, Amgen
- **Mike Wallace**, Director, Global Standards & Serialization, Enterprise Master Data, Abbott Laboratories
- **Wayne McDonnell**, Pharma & Life Sciences Advisory, PricewaterhouseCoopers

SUPPLY CHAIN CLINICAL OPERATIONS (SCCO) STEERING COMMITTEE

Identifying and enabling the sharing of best practices, knowledge and experience in clinical supply chain and integrate clinical operations as a critical segment of the overall supply chain.

CHAIRPERSON: (TBA)

Committee Members:

- **Philip Chou**, Associate Director, Clinical Supplies, Elan Pharmaceuticals
- **Michael Dallmann**, Associate Director, Clinical Supplies, Cerexa
- **Jaymin Eberhart**, Principal, PRTM
- **Richard Horn**, Associate Director, Supplier Management, Nektar Therapeutics
- **Theodore James Maylath**, Manager, Clinical Supply, Abbott
- **Amy Penticoff**, Associate Director Pharmaceutical Sciences, NeurogesX, Inc.

The questions become the opportunities

In times like these, knowing where to start the conversation in helping to address complex issues is vital. So, there is a process to everything we do and it starts with listening and identifying the right questions. Knowing where to start and what to ask comes from experience and discipline of thought. This is just the beginning of what we provide to our clients.

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