

Partnering for Health:

Focused Collaborations to Serve
Patients and Manage Through Change



Agenda

As of 09-19-22 details subject to change.



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PARTNERS

Time	Session	Speaker	Location
9:00 a.m. – 6:30 p.m.	Conference Registration, Information Desk, and Alliance Management Resource Center		Ballroom Foyer
10:30 a.m. – 5:00 p.m.	Pre-conference Alliance Management Executive Education Workshops (pre-registration required, not included in conference fee)		
	CA-AM Certification Exam Prep Workshop	● Lynda McDermott, CA-AM President Equipro International	Plymouth
	CSAP Certification Exam Prep Workshop	● Ann Trampas, CSAP Professional Development Practice Lead, Phoenix Consulting Senior Lecturer, University of Illinois - Chicago (UIC)	Dedham
	Advanced Alliance Management—Starting, Strengthening, and Sustaining Strong Alliance Value Creation	<ul style="list-style-type: none"> ● Vickie Dalton, PsyD, HSPP Forensically trained, clinical psychologist ● Kim Koch, CA-AM Senior Director, Alliance Management and Corporate Business Development Eli Lilly and Company ● David Thompson, CSAP Chief Alliance Officer Eli Lilly & Company ● Steve Twait, CSAP President Integration Alliance Management, LLC 	Duxbury
12:00 p.m. – 1:00 p.m.	Leadership Forum Luncheon (<i>invitation only</i>)		Adrienne Salon
1:00 p.m. – 5:00 p.m.	Leadership Forum (<i>invitation only</i>)		Adrienne Salon
5:30 p.m. – 6:30 p.m.	ASAP BioPharma Conference Welcome Reception		Ballroom Foyer



Time	Session	Speaker	Location
7:00 a.m. – 6:00 p.m.	Conference Registration, Information Desk, and Alliance Management Resource Center		Ballroom Foyer
7:00 a.m. – 8:00 a.m.	Networking Breakfast		Ballroom Foyer
8:00 a.m. – 8:15 a.m.	Conference Opening	<ul style="list-style-type: none"> ● Mike Leonetti, CSAP President & CEO Association of Strategic Alliance Professionals 	Grand Ballroom
8:15 a.m. – 9:00 a.m.	Session 101 Conference Keynote Democratizing Patient Care Through Digital and Virtual-First Care Solutions	<ul style="list-style-type: none"> ● Alex Waldron Chief Executive Officer Wellinks Democratizing Patient Care Through Digital and Virtual-First Care Solutions 	Grand Ballroom
9:10 a.m. – 10:00 a.m.	Session 201 Panel Discussion Driving Better Business Decisions Through Strategic Alliance Management Intelligence	<ul style="list-style-type: none"> ● Katherine Kendrick, CSAP Head of Alliance Management Jazz Pharmaceuticals ● Louis Rinfret, PhD Founder and CEO allianceboard ● Michael Roch, CA-AM Chief Commercial Officer allianceboard 	Cape Cod
	Session 202 Panel Discussion <i>Creating Alliance Value: New Alliance Management Textbook Preview</i>	<p>Moderator:</p> <ul style="list-style-type: none"> ● Mike Leonetti, CSAP President & CEO Association of Strategic Alliance Professionals <p>Panelists:</p> <ul style="list-style-type: none"> ● Vickie Dalton, PsyD, HSPP Forensically trained, clinical psychologist ● Lisa Keough, CA-AM Senior Director, Alliance Management and M&A Integration Eli Lilly & Company ● Kim Koch, CA-AM Senior Director, Alliance Management and Corporate Business Development Eli Lilly and Company ● David Thompson, CSAP Chief Alliance Officer Eli Lilly and Company 	Grand Ballroom
10:00 a.m. – 10:20 a.m.	Networking Break		Ballroom Foyer
10:20 a.m. – 11:50 a.m.	Session 301 Master Class Using the Power of Positive Influence to Bridge Differences and Drive Alliance Value	<ul style="list-style-type: none"> ● Jeff Shuman, CSAP, PhD Principal The Rhythm of Business Professor Emeritus of Management, Bentley University ● Jan Twombly, CSAP President The Rhythm of Business Board Director, Association of Strategic Alliance Professionals 	Grand Ballroom
11:50 a.m. – 1:00 p.m.	Networking Lunch		Ballroom Foyer
1:00 p.m. – 1:45 p.m.	Session 401 Strive to Thrive: Realizing Value Through the Establishment of an Alliance Management Community of Excellence	<ul style="list-style-type: none"> ● Aida Bendt, CA-AM Head Alliance Management, Oncology R&D AstraZeneca ● Jason Felsch, CSAP Head, Alliance & Integration Management AstraZeneca ● David Vallo, CA-AM Head of Alliance Management, BioPharmaceuticals R&D AstraZeneca 	Grand Ballroom
	Session 402 Leveraging ASAP Best Practices to Build, Optimize, and Maintain an Alliance Management Centric Organization	<ul style="list-style-type: none"> ● Mike McBride, CSAP Vice President, Partner Relations Upsher-Smith Laboratories ● Jarrod Midboe Director of Clinical Affairs & Vendor Alliance Management Upsher-Smith Laboratories 	Cape Cod

Time	Session	Speaker	Location
1:55 p.m. – 3:05 p.m.	Session 302 Master Class Understanding and Navigating the New Biopharma Partnership Ecosystem	<ul style="list-style-type: none"> ● Adam Kornetsky Principal Vantage Partners ● Ben Siddall Partner Vantage Partners 	Grand Ballroom
3:05 p.m. – 3:25 p.m.	Networking Break		Ballroom Foyer
3:25 p.m. – 4:10 p.m.	Session 203 Panel Discussion Investing Now for the Next Generation of Alliance Managers	Moderator: <ul style="list-style-type: none"> ● Adam Kornetsky Principal Vantage Partners Panelists: <ul style="list-style-type: none"> ● Matthew Schroeder, CA-AM Associate Director, Alliances Illumina ● Carl Waiters, CA-AM Head of Alliance Management ImmunoGen ● Stefan Walke, PhD Head of Alliance Management Boehringer Ingelheim 	Cape Cod
	Session 204 Panel Discussion From Alliance Managers to Alliance Teams: Adapting Alliance Management in Mega Collaborations	Moderator: <ul style="list-style-type: none"> ● Chris Black, CA-AM Head, Corporate Alliance Management & Integration Merck Panelists: <ul style="list-style-type: none"> ● Ryan Lenox, CA-AM Alliance Manager, Research Laboratories Merck ● Ken Marran, CA-AM Director, Strategic Alliances, Oncology Merck ● Caroline Radar Director, Manufacturing Business Alliance Management Merck 	Grand Ballroom
4:20 p.m. – 5:05 p.m.	Session 102 Conference Keynote Developing a Partnering Playbook for Rare Disease Innovation	<ul style="list-style-type: none"> ● Jeff Livingstone, PhD CEO Igia Pharmaceuticals 	Grand Ballroom
5:15 p.m. – 6:15 p.m.	Networking Reception		Ballroom Foyer



Time	Session	Speaker	Location
7:00 a.m. – 4:00 p.m.	Conference Registration, Information Desk, and Alliance Management Resource Center		Ballroom Foyer
7:00 a.m. – 8:00 a.m.	Networking Breakfast		Ballroom Foyer
8:00 a.m. – 8:15 a.m.	Conference Day Two Opening	<ul style="list-style-type: none"> David Thompson, CSAP Chief Alliance Officer Eli Lilly & Company 	Grand Ballroom
8:15 a.m. – 9:00 a.m.	Session 103 Conference Keynote What Do Biopharma Alliance Managers Need to Know About Digital Transformation?	<ul style="list-style-type: none"> Elena Bonfiglioli General Manager, Worldwide Healthcare, Strategy Lead, Pharma and Life Sciences Microsoft 	Grand Ballroom
9:00 a.m. – 9:45 a.m.	Session 104 Conference Keynote Bridging Alliance Management Experience to the CEO Role	Moderator: <ul style="list-style-type: none"> Christine Carberry, CSAP Principal Carberry Consulting Special Guest: <ul style="list-style-type: none"> Prakash Raman, PhD President & Chief Executive Officer Ribon Therapeutics  	Grand Ballroom
9:55 a.m. – 10:40 a.m.	Session 205 Panel Discussion Partnering with Internal Stakeholders to Maximize External Alliances	Moderator: <ul style="list-style-type: none"> Patrick Gliha Executive Director, BMS Global Alliances, Strategy & Business Development Bristol Myers Squibb Panelists: <ul style="list-style-type: none"> Janeen Doyle Senior Vice President, Global Alliances Bristol Myers Squibb Emma Lees, PhD Senior Vice President, Research & Early Development Bristol Myers Squibb 	Grand Ballroom
	Session 403 Target of Choice: A Biotech Blueprint for Big Pharma Alliance Success	<ul style="list-style-type: none"> Carlos Keener Founding Partner BTB Consulting Nick Palmer Partner BTB Consulting 	Cape Cod
10:40 a.m. – 11:00 a.m.	Networking Break		Ballroom Foyer
11:00 a.m. – 12:30 p.m.	Session 303 Master Class Adding Value Through Contract Creation, Implementation, and Management	<ul style="list-style-type: none"> Mark Dresen Manager, Alliance Management Eli Lilly & Company Brent Harvey, CA-AM Senior Director, Alliance Management and M&A Integration Eli Lilly & Company Lisa Keough, CA-AM Senior Director, Alliance Management and M&A Integration Eli Lilly & Company 	Cape Cod
	Session 404 ASAP Alliance and Partnership Roundtables (Topics include) Roundtable 1 Tools and Techniques to Improve Collaboration Roundtable 2 Diversity, Equity, and Inclusion in Drug Development, Education, and Communications Roundtable 3 Strategic Perspectives on Multilateral Alliance Models Roundtable 4 Geopolitical Dynamics and Post-Pandemic Culture Shifts Roundtable 5 Creative Partnering for Managing Alliance Life Cycles Roundtable 6 The Alliance Management Career Path Journey Roundtable 7 Maintaining Critical Documentation, Knowledge, and Tech Transfer in Alliances Roundtable 8 Resolving Conflict in Alliances and Partnerships		Grand Ballroom

Time	Session	Speaker	Location
12:30 p.m. – 1:30 p.m.	Networking Lunch		Ballroom Foyer
1:30 p.m. – 2:15 p.m.	Session 405 Adding Pieces to the Precision Health Puzzle: Alliance Effectiveness in the World of Digitized Health Data	<ul style="list-style-type: none"> ● Ragen Lester, CA-AM Senior Director, Alliance Management SOPHia GENETICS ● Lynn Richard, CSAP Chief Alliance Officer & Vice President, Global & Strategic Alliances GE Healthcare 	Cape Cod
	Session 206 Panel Discussion Unique Opportunities and Challenges for Strategic Alliances in the Rapidly Growing Fields of Cell and Gene Therapy	<p>Moderator:</p> <ul style="list-style-type: none"> ● Lauren Loughhead, PhD Associate Director, Alliance Management Precision BioSciences <p>Panelists:</p> <ul style="list-style-type: none"> ● Cindy Atwell Senior Vice President, Business Development & Alliance Management Precision Biosciences ● Karen Kotkow, PhD Director, BD&L Alliance Management Novartis ● Herman Sanchez Chief Business Officer & Senior Partner, Strategic Advisory Trinity Life Sciences 	Grand Ballroom
2:25 p.m. – 3:10 p.m.	Session 406 Lessons Learned in Creating and Maintaining a Vibrant Drug Discovery Alliance Portfolio	<ul style="list-style-type: none"> ● Regina Lemus, PhD Manager, GI Drug Discovery Unit, Alliance Management Takeda ● Jen Rice, PhD Associate Director, R&D Business Development Takeda ● Kristin Rosner, CA-AM, PhD Global Alliance Management Lead Takeda 	Grand Ballroom
	Session 407 Partnering in a Pandemic for a Pandemic	<ul style="list-style-type: none"> ● Mary Beth Campbell Director, Alliance Management Vir Biotechnology ● Ravi Kolla Senior Director, Alliance Management Vir Biotechnology 	Cape Cod
3:20 p.m. – 4:00 p.m.	Session 105 Conference Keynote Beyond Process and Governance: Critical Factors to Consider in Constructing and Managing Alliances	<ul style="list-style-type: none"> ● Jim Mullen Executive Chairman, Board of Directors Editas Medicine 	Grand Ballroom
4:00 p.m. – 4:15 p.m.	Conference Close	<ul style="list-style-type: none"> ● Mike Leonetti, CSAP President & CEO Association of Strategic Alliance Professionals 	Grand Ballroom

