

## AGENDA

### Monday, September 23, 2019

Time	Session	Speaker	Location
8:00 a.m. - 5:30 p.m.	Registration		4th Floor Meeting Space
9:30 a.m. - 3:30 p.m.	Session 101 CA-AM (Certificate of Achievement - Alliance Management) Certification Exam Prep Workshop	• Lynda McDermott, CA-AM   President   Equipro	Duxbury
	Session 102 CSAP Exam Prep Workshop	• Ann Trampas, CSAP   Professional Development Practice Lead   Phoenix Consulting	Sturbridge
	Session 103 Alliance Management 201: The Value of Alliance Management	• David S. Thompson, CSAP   Chief Alliance Officer   Eli Lilly and Company	Plymouth
12:00 p.m. - 1:00 p.m.	Advisory Board Lunch ( <i>Invitation Only</i> )		Marlboro
1:00 p.m. - 4:00 p.m.	Leadership Forum ( <i>Invitation Only</i> )		Adrienne Salon
4:00 p.m. - 5:00 p.m.	<b>Pre-Conference Sessions</b> Session 104 Mapping a TE-AM Road for Successful Alliances	• Lynda McDermott, CA-AM   President   Equipro	Duxbury
	Session 105 Improving the Partnering Capability: From Self-Assessment to Action	• Ann Trampas, CSAP   Professional Development Practice Lead   Phoenix Consulting	Sturbridge
6:00 p.m. - 7:00 p.m.	Welcome Reception		Ballroom Terrace



## AGENDA

Tuesday, September 24, 2019

Time	Session	Speaker	Location
7:00 a.m. - 6:00 p.m.	Registration		4th Floor Meeting Space
7:00 a.m. - 8:15 a.m.	Networking Breakfast		Ballroom Foyer/ Adrienne Salon
8:20 a.m. - 8:45 a.m.	Opening Remarks	<ul style="list-style-type: none"> <li>Michael Leonetti, CSAP   President &amp; CEO   Association of Strategic Alliance Professionals</li> </ul>	Grand Ballroom
8:55 a.m. - 9:45 a.m.	Session 301 Building Value in Non-Traditional Pharma/Biotech Partnerships: Bristol-Myers Squibb and Concerto HealthAI	<ul style="list-style-type: none"> <li>Stu Kliman, CA-AM   Partner   Vantage Partners</li> <li>Marisa Co   VP, R&amp;D Business Insights &amp; Analytics   Bristol-Meyers Squibb</li> <li>Jeff Elton   CEO   Concerto HealthAI</li> </ul>	Grand Ballroom
	Session 601 Don't Get Burned: How Alliance Management Can Own and Manage Firewalls with Success	<ul style="list-style-type: none"> <li>Austin Clayton   VP Law - Immunology   Janssen Biotech</li> <li>David McIntosh   Partner   Ropes &amp; Gray</li> <li>Ron McRae, CSAP   Director, Alliance Management   Janssen Biotech</li> <li>Petra Sansom, CA-AM, PhD   VP, Alliance Management   Voyager Therapeutics</li> </ul>	Cape Cod
9:45 a.m. - 10:15 a.m.	Networking Break		Ballroom Foyer
10:15 a.m. - 11:05 a.m.	Session 602 A Winning Strategy: Show a Little Alliance Management Love for Medical Affairs	<ul style="list-style-type: none"> <li>Judy Baselice, CA-AM   Director, Alliance Management   Pfizer</li> <li>Mary Jo Struttman, CA-AM   Executive Director, Alliance Management   Astellas</li> <li>Jan Twombly, CSAP   President   The Rhythm of Business</li> </ul>	Grand Ballroom
	Session 401 Discover a Hidden Super Power: Communicating Alliance Value	<ul style="list-style-type: none"> <li>Mark Coffin, CSAP   VP, Head of Global Alliance Management   Takeda</li> <li>Brooke Paige, CSAP   VP, Alliance Management   Pear Therapeutics</li> </ul>	Cape Cod
11:15 a.m. - 12:05 p.m.	Session 402 Alliance Management: What is your next move?	<ul style="list-style-type: none"> <li>Karen Denton, CA-AM   Head of Alliance Management   Esperion</li> <li>Nancy Griffin, CA-AM   VP, Alliance Management   Vertex Pharmaceuticals</li> <li>Steve Twait, CSAP   VP, Alliance and Integration Management (AIM)   AstraZeneca</li> </ul>	Grand Ballroom
	Session 501 When Successful Alliances Continue to Expand: Leveraging Experience and Opportunities	Moderator: <ul style="list-style-type: none"> <li>Amy Berkley, CA-AM, PhD   Executive Director, Alliance Management   Ionis</li> </ul> Panelists: <ul style="list-style-type: none"> <li>Ambreen Farook, CA-AM   Senior Director, Alliance Management &amp; Program Lead   Halozyme</li> <li>Susan Green   Senior Director, R&amp;D Strategic Collaborations   Biogen</li> <li>Bryan Tayefeh   Director, Alliance Management   Ionis</li> <li>Steve Jones   Director, Technical Product Leader   Genentech, a Member of the Roche Group</li> </ul>	Cape Cod
12:10 p.m. - 1:10 p.m.	Networking Lunch		Ballroom Foyer/ Terrace



## AGENDA

Tuesday, September 24, 2019

Time	Session	Speaker	Location
1:15 p.m. – 2:05 p.m.	Session 502 Two Sides of the Same Coin: Understanding Partnership Perspective	<p>Moderator:</p> <ul style="list-style-type: none"> <li>Hila Bahar, PhD   Associate Director, CoE, Relationship Management R&amp;D Partnership Office, Takeda</li> </ul> <p>Panelists:</p> <ul style="list-style-type: none"> <li>Suman Deb   Senior Manager Collaborations Discovery Operations   Takeda</li> <li>Jeff Hurley, CA-AM   Senior Director, GBD Global Alliance Management Lead   Takeda</li> <li>Lynnelle Pittet, CSAP, PhD   Senior Director, Alliance and Program Management   Wave Life Sciences</li> <li>Kristin Rookey   Senior Director, Strategic Alliances   Adimab</li> <li>Neta Zach   Director, Global Alliance Management   Takeda</li> </ul>	Grand Ballroom
	Session 403 Using Alliance Management Technology to Drive Alliance Success	<ul style="list-style-type: none"> <li>Louis Rinfret, PhD   CEO   allianceboard</li> <li>Samuel Gosselin   Director, Alliance Management   Sarepta Therapeutics</li> </ul>	Cape Cod
2:15 p.m. – 3:15 p.m.	Session 201 <b>ASAP Leadership Spotlights</b> Session Title TBD	<ul style="list-style-type: none"> <li>David S. Thompson, CSAP   Chief Alliance Officer   Eli Lilly and Company</li> </ul>	Grand Ballroom
	Centralizing Decentralization: Navigating the Murky Waters of the Alliance Function	<ul style="list-style-type: none"> <li>Lucinda Warren   VP, Business Development, Neuroscience   Johnson &amp; Johnson Innovation / Janssen Business Development</li> </ul>	
3:15 p.m. – 3:45 p.m.	Networking Break		Ballroom Foyer
3:45 p.m. – 4:35 p.m.	Session 202 Roundtables		Grand Ballroom
4:45 p.m. – 5:30 p.m.	Session 203 Keynote Speaker Alliance Management: A Vital Pillar of Corporate Strategy	<ul style="list-style-type: none"> <li>Rob Bazemore   President and CEO   Epizyme</li> </ul>	Grand Ballroom
5:30 p.m. – 6:30 p.m.	Networking Reception		Ballroom Terrace



## AGENDA

### Wednesday, September 25, 2019

Time	Session	Speaker	Location
7:00 a.m. – 4:30 p.m.	Registration		Ballroom Foyer
7:00 a.m. – 8:30 a.m.	Networking Breakfast		Ballroom Foyer/ Adrienne/Salon
8:30 a.m. – 9:15 a.m.	Session 204 Keynote Speaker Fit for Purpose Alliance Management: Why Customization Matters	<ul style="list-style-type: none"> <li>• Andre Turenne   President and CEO   Voyager Therapeutics</li> </ul>	Grand Ballroom
9:25 a.m. – 10:15 a.m.	Session 302 Breaking Alliance Barriers: Upgrading to New Lenses	<ul style="list-style-type: none"> <li>• Angela Bylancik, CA-AM   Executive Director, Global BD&amp;L Alliance Management   Novartis</li> <li>• Lawana Dumas, CA-AM   Director, Strategic Alliances   Merck &amp; Co.</li> <li>• Ellen Locker, CA-AM   Executive Director, MRL Strategic Alliances   Merck &amp; Co</li> <li>• Lori Tomassian   Director, Oncology BD&amp;L Alliance Management   Novartis</li> </ul>	Grand Ballroom
	Session 603 Partnership Reset and Relaunch: How to Complete the Past?	<ul style="list-style-type: none"> <li>• Eric Ferrandis, CA-AM, PhD   VP, Strategic Alliances   Ipsen</li> <li>• Véronique Riethuisen   SVP, BD &amp; Alliances   Ipsen</li> </ul>	Cape Cod
10:15 a.m. – 10:40 a.m.	Networking Break		Ballroom Foyer
10:40 a.m. – 12:10 p.m.	Session 404 Creating and Measuring Alliance Management Value	<ul style="list-style-type: none"> <li>• Harm-Jan Borgeld, CSAP, PhD   Head Alliance Management   Merck KGaA, Darmstadt, Germany</li> <li>• Alexis Moran, CA-AM   Director, Merck KGaA-Pfizer Alliance Management   EMD Serono</li> </ul>	Grand Ballroom
	Session 503 Born Open: How Small BioPharma Can Race Up the Alliance Learning Curve	<ul style="list-style-type: none"> <li>• J. Alan Butcher   EVP &amp; Chief Business Officer   AMAG</li> <li>• Ben Gomes-Casseres, CSAP   Author and Professor   Brandeis University</li> <li>• Hélène Svahnqvist   Senior Director, Alliance Management   AMAG</li> </ul>	Cape Cod
12:20 p.m. – 1:20 p.m.	Networking Lunch		Ballroom Foyer/ Terrace



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### Wednesday, September 25, 2019

Time	Session	Speaker	Location
1:30 p.m. – 2:20 p.m.	Session 303 Aligning Fundamental and Translational Research with Clinical and Commercialization Needs	<ul style="list-style-type: none"> <li>• Elaine Anderson, CA-AM   Strategic Alliance Executive   Cancer Research UK</li> <li>• Martha Gray, PhD   Faculty Director &amp; Professor   Institute for Medical Engineering &amp; Science (IMES)   MIT</li> </ul>	Cape Cod
	Session 604 Across the Table: Alliance Insights and Value to the Deal Team	<ul style="list-style-type: none"> <li>• Vin Sharma, CA-AM   Senior Director, Head Alliance Management   Alnylam Pharmaceuticals</li> <li>• Jung Hwan Sung, PhD   Senior Director, Strategic Alliances   Regeneron Pharmaceuticals</li> </ul>	Grand Ballroom
2:20 p.m. – 2:40 p.m.	Networking Break		Ballroom Foyer
2:40 p.m. – 3:30 p.m.	Session 304 Optimizing Alliance Management Support Models	<ul style="list-style-type: none"> <li>• Tracy Blois, PhD   Director, Alliance Management   Amgen</li> <li>• Christopher Urban   Executive Director, Alliance Management and Integration   Amgen</li> </ul>	Grand Ballroom
	Session 405 Building Alliance Management by Harnessing M&A integrations: Charles River Story	<ul style="list-style-type: none"> <li>• Outi Kontkanen, PhD   Senior Director, Alliance Management   Charles River Laboratories</li> <li>• Swati Prasad, PhD   Director, Alliance Management   Charles River Laboratories</li> </ul>	Cape Cod
3:40 p.m. – 4:00 p.m.	Conference Close	<ul style="list-style-type: none"> <li>• Michael Leonetti, CSAP   President &amp; CEO   Association of Strategic Alliance Professionals</li> </ul>	Ballroom

