

Neglected Tropical Diseases FORUM

Impact of Multi-Sector Partnerships

Regulatory Hurdles



Donations and Funding Strategies



Market Access Innovation



Clinical Development Challenges



Conference Co-Chairs



Jodi Allison,
Vice President, Global Giving,
MAP INTERNATIONAL



Veronica Arroyave,
Director, Corporate Responsibility,
ABBVIE



Wiweka Kaszubska, Ph.D.,
Vice President, Head of Product Development,
MEDICINES FOR MALARIA VENTURE (MMV)



Leslie Wise,
Vice President of Global Healthcare Economics,
ANGIODYNAMICS



Anna Kravets,
Director of Business Consulting,
MERCK



Marco Biamonte,
President and Founder,
DRUGS & DIAGNOSTICS FOR TROPICAL DISEASES



Elizabeth (EJ) Ashbourne,
Executive Director,
PARTNERSHIP FOR QUALITY MEDICAL DONATION (PQMD)



Fabiana Rocha,
Drug Development,
CLINICAL MANAGER, DRUGS FOR NEGLECTED DISEASES INITIATIVE-DNDI



Dear Colleague,

A successful neglected tropical disease (NTD) program utilizes private and public resources through strong multi-sector partnerships across the biomedical landscape. Finding the balance between social equity and business goals is key for global health partners to provide access to treatments and other resources.

Medication donation programs continue to be a major factor in achieving NTD management goals, but their financial sustainability has been brought into question as we approach the 2020 goals. Additionally, treatment development costs remain steep, while low predicted revenues add another layer of insecurity. Multi-sector partnerships are common in the NTD space as a way for pharmaceutical/biotech companies, NGOs, non-profit organizations, and government institutions to pool resources to effectively control NTDs and mitigate risks for all sectors involved. A keen understanding and strengthening of this partnership model will function as a suitable system to manage NTDs going forward.

ExL's NTDs Forum will function as a platform for participants to unpack the benefits and logistical hurdles of multi-sector partnerships in the NTD space. Attendees will explore the impact of multi-sector partnerships on sustained funding, clinical development, regulatory, and market access challenges associated with neglected tropical disease treatments.



VENUE

Hyatt Regency Boston Harbor
101 Harborside Drive
Boston, MA 02128

To make reservations, please call 888-421-1442 and request the negotiated rate for **ExL's October Meetings**. The group rate is available until **October 4, 2017**. Please book your room early, as rooms available at this rate are limited [weblink: http://bit.ly/2sf11dm](http://bit.ly/2sf11dm).

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WHO SHOULD ATTEND

This conference is designed for representatives from pharmaceutical and biotechnology companies, non-profit institutions, or a social enterprises with responsibilities in the following areas:

- Tropical Disease Program Management
- Global Health
- Global Public Health
- Global Medical Affairs
- Global Market Access
- Market Access
- Business Development
- Regulatory Affairs/Strategy
- Licensing
- Corporate Responsibility
- Strategic Planning/Partnerships
- Non-Profit Partnerships
- Liaison Collaboration
- Clinical Development/Operations/Affairs
- Program Management
- Risk Management
- Medical Information/Affairs
- Infectious Disease

This conference is also of interest to:

- Strategic/Management Consultants
- Law Firms
- Regulatory Strategy Advisors
- Clinical Research Organizations

8:00 Open Registration

9:00 Conference Co-Chairs' Opening Remarks

Veronica Arroyave, *Director of Corporate Responsibility, ABBVIE FOUNDATION*

Jodi Allison, *Vice President, Global Giving, MAP INTERNATIONAL*

9:15 **Global Health Partnerships: Challenges, Benefits, and Considerations**

- Implement alliance development strategies for private sector, multilateral and NGO clients
- Design tiered pricing business development strategies to improve the health of vulnerable populations
- Develop innovative market access strategies for neglected markets
- Consider policy frameworks for private sector engagement

10:00 **Bridge Funding Gaps by Refining the Model of Multi-Sector Partnerships**

- Evaluate the benefits and risks of multiple funding sources or temporary funding sources
- Amplify the impact pharmaceutical donations with NGO alliances to manage delivery logistics
- Find the right partnerships that meet patient needs and implementation goals
- Establish business development partnerships between several sectors
- Assess the value and practicality of government support

Jodi Allison, *Vice President, Global Giving, MAP INTERNATIONAL*

10:45 Networking Break

11:15 **Business Development Considerations for Partnering With Patient Advocacy Groups**

- Design a program with multi-sector partners to tackle regulatory and clinical trial challenges
- Construct a feasible clinical trial plan that incorporates patient advocacy organizations
- Leverage partnership resources to navigate ill-defined regulatory paths for conducting clinical trials in developing countries
- Utilize cross-functional programs to develop partnerships between industry and patient advocacy organizations
- Align priorities to allocate funds and other resources

Brian Fisher, *Vice President of Operations and Corporate Partnerships, STURGE-WEBER FOUNDATION*

12:15 **Sustainable Revenue in Tropical Disease Medicine**

- Understand the balance between humanitarian goals and sustainable revenue streams
- Discuss the development of realistic revenue streams and commercialization
- Strategize the role of licenses in the drug development plans between partners
- Increase financial benefits through partnerships that minimize manufacturing and distribution costs

Leslie Wise, *Vice President of Global Healthcare Economics, ANGIODYNAMICS*

1:00 Networking Luncheon

2:15 **Synergistic Partnership Experiences**

- Maximize resources leveraged across multi-sector partnerships
- Align yourself with the right partner most efficiently to strategically fit both your needs
- Utilize external collaboration to define strategy for platform implementation

PANEL

- Develop partnerships to overcome funding and/or resource hurdles
- Incorporate business models into program collaboration

Anna Kravets, *Director of Business Consulting, MERCK*

Leslie Cousens, *Associate Director, Emerging Innovations, Scientific Partnering and Alliances, ASTRAZENCA PHARMACEUTICALS LP*

3:00 **Strategic Partnerships and Epidemiological Solutions to Maximize Treatment Efficiency**

- Leverage economic health outcomes to create future funding solutions
- Strategize with local health ministries and researchers to develop access plans
- Collaborate with the public sector to gain developing countries' government support to integrate treatment improvements into existing modes of treatment
- Understand the epidemiological and economic impact of resources leveraged across multi-sector partnerships

Uriel Kitron, Ph.D., *Goodrich C. White Professor of Environmental Sciences and Department Chair of Environmental Sciences, EMORY COLLEGE OF ARTS AND SCIENCES*

3:45 Networking Break

4:15 **The Current Role and Future of Donation Programs in NTDs Control**

- Explore the evolution of donation programs as social equity is balanced with business needs
- Maximize the impact of pharmaceutical philanthropy with partners to manage delivery and medication administration logistics
- Discuss and reduce the dependency on donation programs
- Consider financial impact of donation programs on other disease spaces
- Utilize partners' resources to create an objective, evidence-based, and neutral distribution plan

Elizabeth (EJ) Ashbourne, *Executive Director, PARTNERSHIP FOR QUALITY MEDICAL DONATION (PQMD)*

4:30 **Evolution and Future of Donation Programs**

Donation programs are a key part of the NTD landscape and a major contributing factor to the elimination of NTDs. The 2012 London Declaration on NTDs, a global policy milestone, underscores the growing global momentum to accelerate progress toward the WHO 2020 goals. Medication donation programs continue to be a major factor in achieving those goals.

This portion of the conference program is a conversation forum dedicated to donation program expansion, development and their future. An interactive roundtable discussion will involve both the speaking faculty and audience in an effort to weave together ideas and concepts between experts. This interactive portion is the ideal format to stimulate conversation and share essential knowledge between donors, receivers, and facilitators.

- Maximize donation benefits between sectors
- Identify modes of access expansion
- Assess the long-term impact donation programs on novel treatments
- Improve and grow program implementation
- Participate in a dialog about public and private guidelines for developing exit strategies for medication donation programs
- Discuss and design the future of medication donation programs

Moderators:

Elizabeth (EJ) Ashbourne, *Executive Director, PARTNERSHIP FOR QUALITY MEDICAL DONATIONS (PQMD)*

Jodi Allison, *Vice President, Global Giving, MAP INTERNATIONAL*

5:45 Day One Concludes

CASE STUDY

INTERACTIVE ROUNDTABLE

8:45 Conference Co-Chairs' Opening Remarks

9:00 **Practical Challenges of Validating Diagnostics for Neglected Tropical Diseases**

- Design a platform that can be adapted to multiple diseases as a source of sustained revenue
- Construct a feasible clinical trial plan that incorporates regional global health initiatives
- Establish an international patient foundation for clinical testing
- Navigate ill-defined regulatory paths for conducting clinical trials in developing countries

Marco Biamonte, President, DRUGS & DIAGNOSTICS FOR TROPICAL DISEASES

9:45 **Collaborative Role of PDPs in Strategic Partnerships to Overcome Regulatory Challenges**

- Understand the business development impact of creating strategic partnerships with PDPs
- Overcome stringent regulatory hurdles associated with anti-malaria treatments
- Utilize relationships with government officials to understand regulation guidances on a granular level
- Facilitate biomedical collaborations to improve late-stage drug development strategies
- Develop partnerships with developing country institutions to implement post-registration protocols

Wiweka Kaszubska, Ph.D., Vice President, Head of Product Development, MEDICINES FOR MALARIA VENTURE (MMV)

10:45 Networking Break

11:15 **Build Multi-Sector Partnerships to Increase Patient Access and Treatment Distribution for Developing Countries**

- Utilize the resources leveraged for multi-sector partnership for clinical trial patient access
- Strategize with partners to access culturally and/or geographically remote clinical trial patients
- Identify what works and what doesn't work in partnership building between sectors
- Align with partners that can maintain patient care after clinical studies

Elena Vuolo, Specialist, THE UNITED NATIONS

12:00 **Strategic Partnerships for Conducting Clinical Trials in Developing Countries**

- Determine the regulation guidelines through partnerships with local officials and doctors in developing countries
- Implement capacity-building strategies to develop clinical program design
- Share methodologies, web-based training systems, and resources of a wide cross section of internal/external partners
- Identify partners that are familiar with regulatory paths and safety guidelines in the developing world to ensure validation of clinical reports

Fabiana Rocha, Drug Development, Clinical Manager, DRUGS FOR NEGLECTED DISEASES INITIATIVE-DNDI

12:45 Networking Luncheon

1:45 **The Role of Multi-Sector Partnerships in the Future of NTD Product Development**

- Collaborate with entomologists to increase disease and vector vigilance
- Strategize with partners to determine how to bring the right drugs forward
- Consider what types of products do we need to design and deploy in the future

Arnab Chatterjee, Director of Medicinal Chemistry, CALIFORNIA INSTITUTE FOR BIOMEDICAL RESEARCH (CALIBR)

2:30 **Strategic Partnerships With Think Tanks Can Affect Policy Changes and Media Presence**

- Develop think tank engagement functions to align resources and increase impact on mutual goals
- Examine the media products that can develop from engagement with influential think tanks
- Assess the influence that strategic partnerships can have on patient advocacy policies

Shelly O'Donovan, Pharmaceutical Consultant and Former Federal and State Legislative Policy/Think Tank Engagement Lead, Public Policy Department, GSK

3:15 Networking Break

4:00 **NGO Multi-Sector Partnerships that Facilitate Integral Development of Public Health**

Pablo Montoya, Director General, SINERGIAS

- Articulate local knowledge and experiences to public institutions to improve the medication access of social vulnerability population in Colombia
- Focus on the political decision-making in health with interdisciplinary research
- Cooperate with the communities in the design and implementation of their self-management programs
- Develop intervention plans that utilize an intercultural approach and utilize public sector resources

4:45 Conference Concludes

CASE STUDY

REGISTRATION
to register [CLICK HERE](#) or

Call: 201 871 0474
fax: 253 663 7224
email: register@pmaconference.com
web: <http://pmaconference.com/>
Mail: POB 2303 Falls Church Va 22042

Registration Fees for Attending ExL's Neglected Tropical Diseases Forum:

EARLY BIRD RATE	\$1,895
<i>Register by Friday, September 11, 2017</i>	
STANDARD RATE	\$2,095
<i>Register After Friday, September 11, 2017</i>	
ONSITE PRICING	\$2,295

**Includes Sales Tax and Service Fees*

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