

**ENGINEERING PHARMACEUTICAL INNOVATION**



**WELCOME**  
**to the**  
**ISPE**  
**Carolina South Atlantic Chapter**  
**Industry Advisory Council**  
**Meeting**  
**June 2011**



**Owner and Supplier Firms Attending Today:**

- 1. Eisai**
- 2. Omni Professional**
- 3. NC Biotech Center**
- 4. Talecris**
- 5. Glaxo Smith-Kline**
- 6. Veriteq**
- 7. Novartis**
- 8. Yonkers**
- 9. Integrated Process Technologies, Inc.**



- 1. Introductions And Welcoming**
- 2. ISPE CASA Board Update**
- 3. Washington Conference**
- 4. Programs Committee Update**
- 5. Calendar of Events –  
Durham Bulls – August 26th**



## Perceived Pharma Industry Drivers

1. Unstable and Contracting Economy
2. Regulatory Complexity/Harmonization
3. Continued Growth in Biotech, Emerging Biosimilars
4. Workforce –Development/Company Support
5. Product Pipeline
6. Pricing Pressures
7. Emerging Global Markets
8. Outsourcing
9. Industry Structure –Consolidation and Merger
10. Technology and Innovation



## CASA Chapter - Challenges

CASA Chapter Challenge	Current Response
<b>Volunteers increasingly time pressed</b>	Recruiting more volunteers from talent pool, more social events to attract new members
<b>Mix of Owner/Operator and Academia in volunteer ranks steady but decreasing</b>	Identifying early on and presenting opportunities to engage with Chapter
<b>End-user/Academia leaders are needed in Chapter</b>	Targeting with technical events
<b>“Aging” of ISPE Volunteer population</b>	Young Professionals, Strong Student Chapters



## What have we done lately?

- Success with reaching out to YP's and engaging them with ISPE events and culture
- Reached out to K-12 with speaking events at schools
- Cost of membership is reduced for both YP's and Students and Program/Education fees waived for unemployed
- Programs with "soft topics" including Durham Bulls, Golf, and Therapeutic Thursdays



## **What could we do better?**

- **Bring YP to an IAC Meeting for presentation or at minimum participation**
- **Continue to stay engaged with school opportunities**
- **Where do you see your staff participating – what interests you?**



## PROGRAM DIRECTION IDEAS

- Programs directed at YP's
- Reaching out to other societies for joint ventures?
- Technology based learning





**Ideas on how we can improve our...**

- **Communication – newsletter, emails, frequency?**
- **Programs – locations, topics, attendance?**
- **Membership – Recruitment and retention**



## **Priorities for 2012:**

- **Increase Membership and Retention**
- **Diversify Membership into all relevant sectors**
  - **Pharma, Small Molecule, Med Device, CMF's**
- **Local Site Tours – need volunteers**
- **IAC Speakers for Programs/Student Events**



**Questions:**

- 1. What is your biggest concern regarding the future of our industry?  
Where should ISPE IAC future focus be?**
- 2. What can we do to make ISPE IAC more attractive to our constituency?**
- 3. What can we do to increase participation by Owner Companies and Academia?**
- 4. If you could change one thing about ISPE IAC, what would it be?**
- 5. If there was one thing you would NOT change, what would it be?**

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# Roundtable and Close