



PHARMACEUTICAL SUPPLY CHAIN

How Digitalization & Sustainability are shaping
the pharmaceutical supply chain.

Join our global industry expert & instructor:
David Malenfant, and transform your learning experience.



16 Hours Virtual Learning Experience

02- 05 September 2024

13:00 - 17:00 Central European Time

www.biiworld.com

COURSE OVERVIEW:

The Pharmaceutical Industry is facing remarkable challenges in the Supply Chain.

“The only constant in life is change.” – This is a fundamental that the industry needs to understand as we look at the future of the supply chain.

This 4 Day online course does a deep dive into the challenges, trends, and the need for change. It will look at transformational shift as the fundamental pre-requisite to digitization journey.

This learning program will provide the tools for the digital transformation of the integrated, intelligent supply chain in the Life Science Industry with a concentration on Pharmaceuticals.

The course is designed to help participants to master a wide-range aspects of entrepreneurial success. The program will provide a balanced perspective of talented people building efficient supply chain and business processes using enabling technology and digitalization & sustainability.

LEARNING OBJECTIVES:

- Identify the foundation of change, the unique supply chain challenges, and solutions of the Life Sciences industry.
- Understand the new perspective of the business enterprise from Strategic Sourcing to Manufacturing to Distribution, Transportation and Logistics to Patient care.
- Key takeaways include: a) tools to ensure the right skills to fit the right people in the right positions; b) how to build robust processes to facilitate digitization of the integrated supply chain; c) the enabling technologies that are necessary to achieve success.
- Lifecycle: Transformation of the industry through Digital Technologies of, Data Analytics, Predictive and Prescriptive Analytics, AI, ML, IoT and the Distributed Ledger in Life Sciences (Block)
- Operational implementation of solutions in the supply chain in the plan, source, make, deliver, sustain operations.
- Integration how to seamlessly integrate the clinical and commercial supply chains.
- Build knowledge of solutions for the integration of digital tools in the integrated supply chain.



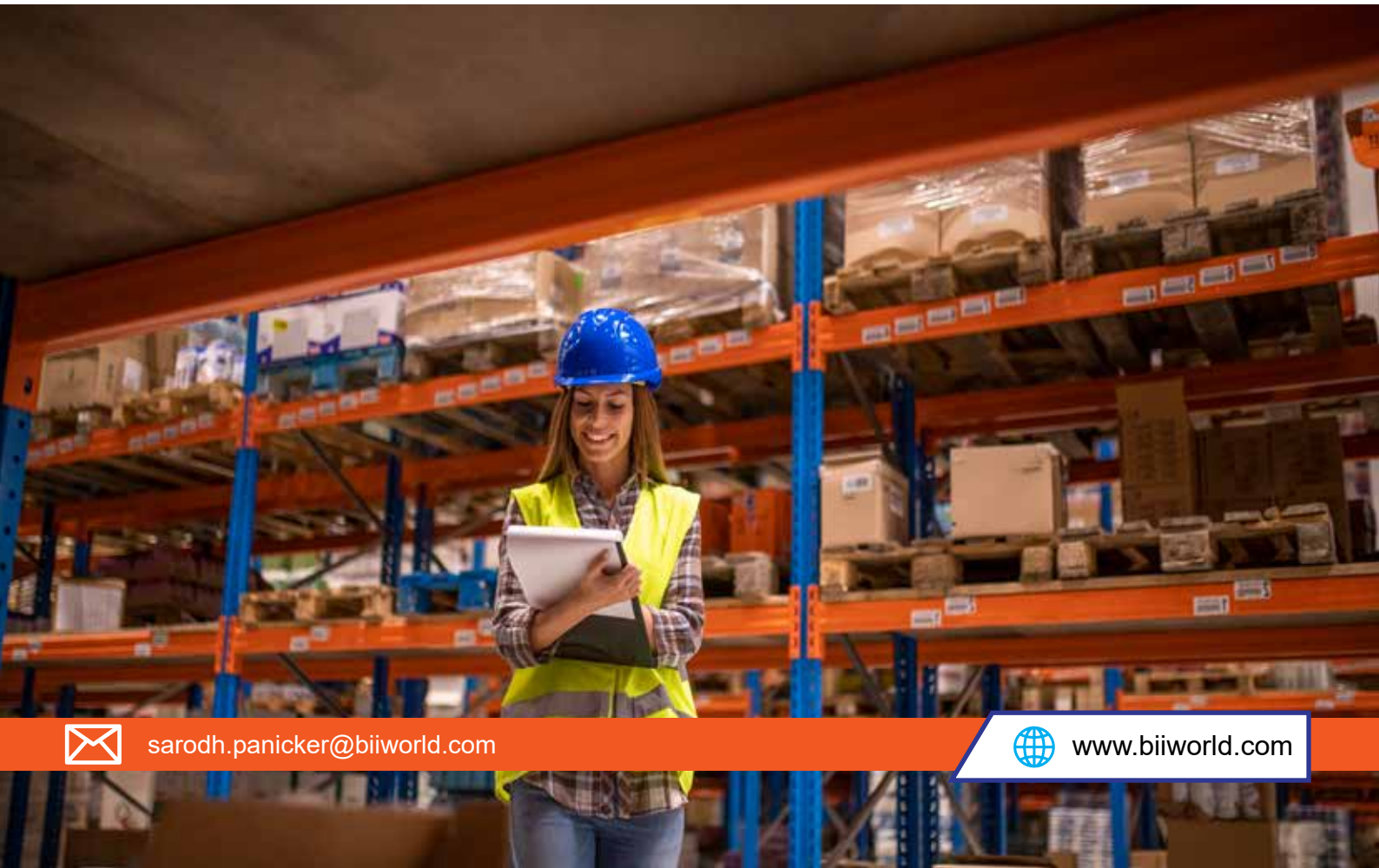
TARGET AUDIENCE:

Job Titles :

- CSCO, CIO, CFO, CPO
- Vice Presidents of supply chain, purchasing, digital transformation, finance, accounting.
- Directors of operations, logistics, S&OP, supply chain strategy, distribution, reverse logistics, QA, master data management.
- CDMO managers/directors
- Inventory Management
- Quality Assurance Management
- Supply Chain Risk Management Officers
- Sustainability and Environmental Management
- Master Data Management

Industries:

- Bio-Pharmaceutical
- Pharmaceutical
- Clinical Research Organizations



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www.biiworld.com



Instructor:

Dave Malenfant

... your EXPERT TRAINER for this Course.

Dave Malenfant spent over 35 years in a variety of industry roles and is responsible for driving Industry relations in the Biotech, Biopharma Supply Chain for the BSMA (Biotech Supply Management Alliance). Dave also served on the Advisory Board for the BSMA from its inception.

He was involved in bringing strategic direction for Global Supply Chain initiatives and created global centers of excellence for Purchasing, Distribution, Transportation, Customer Service, Sales and Operations Management, Data Management, Graphic Design and Artwork Development, and Product Launches. Dave has directed global cross-functional teams to integrate QA, Compliance, Sales, Marketing and information technology into the global supply chain.

Dave is recognized for the creative development of standardized systems and business processes, and for developing enabling technology throughout the entire supply chain. During his career, Dave has implemented over 30 different computer systems – WMS, ERP, Finite Scheduling, Product Launch, and Order Entry, among others.

He continues to promote the digital transformation of the supply chain through talent development, redefining processes and looking at the enabling digital technologies to transform supply chains. Dave has led multiple workshops on the need for change and digital transformation in the integrated supply chain. He is past Chairman of the Supply Chain Council and past member of the Executive Committee of NASSTRAC.



PRESENTATIONS:

Day 1

13:00 - Pre-Course Intro – Delegate Expectation Briefing

Session 1: The Need for Change

- Why change?
- Levels and types of change
- How to adapt to change
- Can Life Science Supply Chain Change?

Session 2: Supply Chain Defined

- What is unique about SCM in Life Sciences?
- Does Traditional SCM organizations/ structure allow for success?
- The Interdependent Stakeholders – who are the partners?
- Globalization – Constraints facing modern supply chains.
- Organizational structure of SCM- Plan, Source, Make, Deliver and Return Model with Sustainability.
- Manage Demand Uncertainty, Product Quality, Patient Care & Risk

Break

Session 3: Sales and Operations Planning

- Proven sales and operations planning- Systems, Organization Structures and Collaboration with CDMO and CMOs.

- How to effectively rollout an S&OP Process
- The Future of S&OP in the Digital Supply Chain

Session 4: Dynamic Inventory Management in a Demand-Driven Enterprise

- PUSH versus PULL Supply Chains to drive Inventory Decisions
- Total Chain inventory management techniques through rapid replenishment
- Dynamic tools of demand sensing to optimize inventory.
- Utilization and understanding the role of Big Data
- The case for no inventory.

Case Study – 1: The impact of Change on the Supply Chain

Exercise – 1: Where are we on change and the digital journey?

Post-Session Q &A

17:00 – End of Day 1



PRESENTATIONS:

Day 2

13:00 – Review of Day 1

Session 5: Strategic Sourcing & Procurement

- Procurement vision, strategy, organizational design
- Internal customers, partnerships, and stakeholder development
- SRM
- Risk, Quality and compliance.
- Data Analytics and Master Data

Session 6: Procurement in Action

- Supply contracts: strategic suppliers and components: MTS, MTO
- Governance Forums: Business reviews, audits, Quality
- Supplier Risk and Quality/Compliance Management
- How to effectively do RFI, RFQ
- Make versus Buy decisions.
- eProcurement
- NPI

Break

Session 7: Distribution and Transportation

- Changing Landscape of specialty drugs
- Best practices for successful commercialization
- Environmental Controlled Logistic
- Temperature management trends and solutions

Session 8: People, Processes & Technology Trends in Transportation

- How to effectively manage modes
- Qualification and validation of Global Logistics
- Applications of IoT, Blockchain, AI and other technologies

Exercise – 2: How do we effectively manage logistics and storage for Temperature controlled shipments during the last mile.

Post-Session Q &A

17:00 – End of Day 2



PRESENTATIONS:

Day 3

13:00 – **Review of Day 2**

Session 9: CAPA | Root Cause Analysis and Recall Management

- Implementation of an effective CAPA throughout the integrated SC.
- Effective Root Cause Analysis
- Managing Post-Market Actions
- Building a Robust Return Process

Session 10: Optimization of the Supply Chain Network

- Geographic Footprint – Global Manufacturing strategy
- CMO – Make vs. Buy
- Operations Standard Costing
- Manufacturing Performance Metrics
- Plant to Plant Quality – Internal Supplier Management

Break

Session 11: QA and Risk Management

- History of Serialization Regulations: USA, Europe, APAC
- TTS – Regulatory and Business Imperatives
- DSCSA
- QA from Supply to Delivery of Patient Care
- Risk Management

Session 12: Rewiring the Supply Chain with Disruptive Technologies

- Trends in Supply Chain Technologies
- Enabling efficiency, service, quality, and compliance
- AI, Digital footprint,
- The role of Blockchain
- Effectively using technology for Predictive and Prescriptive Analytics

Case Study 3: The Effective Use of Technology

Exercise – 3: Building a CAPA or What Technologies are in your strategic plan for implementation.

Post-Session Q &A

17:00 - End of Day 3



PRESENTATIONS:

Day 4

13:00 – **Review of Day 3**

Session 13: Skills and Career Development in Pharma

- Trends driving the need for changing skillsets
- Leadership skills necessary to become a Talented SC Leader
- Understanding a Personal SWOT
- Building your future talent pool
- Succession and Retention Management

Session 14: Delivering to Customers in Markets

- Trends in Customer behavior
- The evolution of generational behavior
- Last Mile Delivery

Break

Session 15: Sustainability

- Building a sustainable supply chain
- Challenges and trends in Return, Recycle, Repair, Replace
- Best Practices from other industries

Session 16: Regulation & Compliance

- Complying with GS1
- The complexity of Global Regulation
- The Circular Supply Chain as part of the Enterprise Strategy
- Closing the Loop, the closed loop supply chain

Session 17: Digital Journey

- What have you learned to build your digital journey?
- Recap of the digital mindset – a discussion
- Your Digital Maturity

Exercise 4: As part of Session 17 – a working session.

Post-Session Q &A (Day 1 – 4)

17:00 - End of Day 4 & Course



Does BII Online Virtual Training have the same value as traditional classroom training?

Yes, BII Online Virtual Training offers participants; same training system as in-person, i.e face-to-face engagement with instructors, course material, interactive participation of all delegates, and personal support that they would expect to find in a traditional classroom.

What are main features of your online courses? Are they on-demand? Is it different content from the in-person offering?

The content of the virtual training is similar to the in-person sessions and customized presentation makes it a richer online learning experience. As always, we will share presentation materials with attendees for later reference.

The online courses are not on-demand and recordings cannot be purchased. They are set on scheduled dates, live with an instructor and co-host via webinar software. While the day is shorter than an in-person session (4hrs vs 8hrs), timing are adjusted to accommodate attendees in different time zones and allow more time for one-on-one conversations via the Q & A.

What are the technical requirements for participation in a virtual course?

All you need to participate in virtual training are:

- Desktop or Laptop or Tablet Computer, and Internet connection
- Webcam
- Headset with built-in microphone

Can I attend an online training session if I have a Macintosh computer?

Yes, Our Online training systems does allow Macintosh computers, PCs, and computers running Linux to easily enter any of our online training sessions.

What type and version of browser will I need for online classes?

It is recommended that you use the latest version of Firefox, Chrome or Internet Explorer for Windows and Firefox or Safari for Mac. Each of these is available for free download and also suggested you have the PDF Reader

How do I have access to the trainer for questions?

As in the classroom, you will see the trainer in front of you and have the opportunity to ask questions at any time - all via audio and video transmission.

Is there a mute option within an online training session to minimize background noise from my audio connection?

Yes, the Mute button will display to the right of your name as you hover your mouse over your name shown in the Participants panel on the top, right side of the Web conferencing screen.

What if I miss few sessions of the online training program?

The training will be simultaneously recorded which will be provided to you as per request & requirement

Do I get a Certificate at the end?

Yes, you will get a PDF version of your certificate of completion



Please complete this form and send it back to:
E-mail to: sarodh.panicker@biiworld.com

Event Code: OL LS 42

Delegate Details	Payment Details																				
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TERMS & CONDITIONS:

1. Payment terms: BII World LTD requires the full payment of the invoiced amount within 7 working days from the issue date of the invoice. BII World LTD reserves the right to refuse entry to any client who does not pay the invoice in full and on time. The registration fee includes: Training documentation and admission to all training sessions.

2. Cancellation by client: The client has the right to cancel his/her participation in the event. Cancellation must be received by BII World LTD in writing either by mail or fax. If the client cancels the event, he/she will get two options:

A. CREDIT NOTE: Choose 2-year credit note, BII World LTD will send all the schedule training event details throughout the year. Delegate has the right to choose and attend any of the training programs (valid 2 years).

B. NOMINATION: In this option delegate can nominate/refer someone from his/her group/company to attend the particular training program on behalf of the actual delegate.

3. Cancellation by BII World LTD : While every reasonable effort is made to adhere to the advertised program, circumstances can arise which may cause changes in the program, including but not limited to changes in the content, date(s), or special features of the planned event. Such circumstances include but are not limited to acts of terrorism, war, extreme weather conditions, compliance with government requests, orders and legal requirements, failure of third-party suppliers to timely deliver, and failure to register the minimum target number of attendees for a given event. BII World LTD reserves the right to change the content, date(s), and/ or special features of an event, to merge the event with another event, or to postpone it or cancel it entirely as appropriate under the circumstances. Client agrees that BII World LTD shall not be liable for any cost, damage or expense which may be incurred by client as a consequence of the event being so changed, merged, postponed or cancelled and client agrees to hold BII World LTD harmless and to indemnify BII World LTD in case of liability caused by any such changes, mergers, postponements or cancellations.

4. Cancellation of the event: In case BII World LTD cancels an event, then client can choose any of the below mentioned options:

(a) BII World LTD will refund full payment to the client within 15 business days.
(b) Client can choose the credit option for 2 years, for more details please read term no-2 part (a)

5. Postponement of the event : In case BII World Ltd postpones the event to a new date, then client can choose any of the below mentioned options.

(a) The client can attend the course on the postponed dates.
(b) Client can choose the credit option for 2 years, for more details please read term no-2 part (a)

6. Client's identification information. By signing of this sales contract and these terms and conditions the client gives full right to BII World LTD to share the client's identification information, i.e. client's name, address, email addresses, phone numbers and names of representatives and website with other clients who participated in the same event. The client has the right to opt out of this clause by written notice to BII World LTD.

7. Governing law: This contract shall be governed by and construed in accordance with the laws of the Province of Alberta, Canada. Any disputes arising under or in connection with this registration form shall be settled before the competent court in Canada.

8. Indemnification: To the fullest extent permitted by the law, you agree to protect, indemnify, defend and hold harmless BII World LTD, its owners, managers, partners, subsidiaries, affiliates, officers, directors, employees and agents, from and against any and all claims, losses or damages to persons or property, governmental charges or fines, penalties, and costs (including reasonable attorney's fees) (collectively "the Claims"), in any way arising out of or relating to the event that is the subject of this contract, and regardless of negligence, included but not limited to, Claims arising out of the negligence, gross negligence or intentional misconduct of BII World LTD employees, agents, contractors, and attendees; provided, however, that nothing in this indemnification shall require you to indemnify BII World LTD indemnified parties for that portion of any Claim arising out of the sole negligence, gross negligence or intentional misconduct of the BII World LTD parties.

9. Other currencies. In case that client requests payment in other than official currency (USD), BII World LTD reserves the right to apply 5% currency risk surcharge to the actual exchange rate.

10. Other Conditions: Any terms or conditions contained in the client's acceptance which contradict or are different from the terms and conditions of this registration document shall not become part of the contract unless individually negotiated with BII World LTD and expressly accepted by BII World LTD.