

# Marketing Pharmaceuticals 2016

Tutorial: March 2 | Conference: March 3-4 | Bethesda North Marriott Hotel and Conference Center | Bethesda North, MD

## PROGRAM COMMITTEE:



**Thomas W. Abrams, MBA, RPh**  
Director  
Office of Prescription Drug Promotion  
CDER, FDA



**Glenn Byrd, MBA, RAC**  
Senior Director  
Promotional Regulatory Affairs  
AstraZeneca Specialty Care



**Dale Cooke**  
Owner  
PhillyCooke Consulting



**Mark Gaydos**  
Vice President and Head  
US Specialty Care 2  
Head  
US Advertising and Promotion Center of Excellence  
North America and Global Regulatory Affairs  
Sanofi



**Lyn Hopkinson, BPharm**  
VP Commercial Regulatory Affairs  
Global Regulatory Affairs  
Vertex Pharmaceuticals Incorporated



**John Murray**  
President  
Grayscale Compliance LLC



**Wayne L. Pines**  
President  
Regulatory Services and Healthcare  
APCO Worldwide Inc.



**Lucy Rose, MBA**  
President  
Lucy Rose and Associates, LLC



**Kristina Vlaovic, MPH**  
Vice President, Regulatory, Safety and Pharmacovigilance  
HALOZYME Inc.

## Overview

Now in its 27th year, the DIA Marketing Pharmaceuticals 2016 Program Committee created a program that celebrates the conference components you look forward to each year while increasing the number of varied content offerings, introducing new interactive session formats, and providing more structured networking opportunities.

## Who Should Attend

Professionals in pharmaceutical, biologics, and medical device companies involved in:

- Regulatory Affairs
- Compliance
- Senior Management
- Marketing
- Medical Information and Affairs Legal
- Communications

## Highlights

- Tabletop Exhibits in Grand Ballroom Salon D
- Question and Answer Session with FDA - pick up a question card from the registration desk

### New This Year

- Meet members from DIA's Regulatory Affairs Ad Promo (APWG) community and learn how to get involved.
  - Wednesday, March 2 from 5:15PM-6:30PM APWG Face-to-face meeting in the Forest Glen meeting room
  - Friday, March 4 at 8:00AM Kim Belsky, APWG Co-chair, will be giving a presentation on the APWG's membership and project updates during the opening remarks.
- Luncheon Round Table Discussions with Community Leaders on March 4, 11:30AM-1:00PM
- View Poster Presentations throughout the conference in Grand Ballroom Salon D
- More interactive sessions to learn from industry experts and your peers through panel and audience discussions

# Medical Affairs and Scientific Communications 2016 Annual Forum

Core Curriculum: March 20  
Tutorials (AM): March 21  
Forum: March 21-23  
Gaylord Palms Resort and  
Convention Center  
Kissimmee, FL

## Highlights

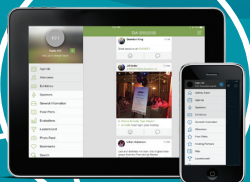
- FDA Update and Potpourri
- Policy and Medicine
- New Drugs of 2015 Review
- Demonstrating and Communicating the Value of Medicines Through Health Economic and Outcomes Evidence



## Experience the Conference on the Go with the DIA Global App

Download the DIA Global app to view the agenda and speakers, network with attendees and exhibitors, and get updates throughout the conference.

Search "DIA Global"  
in your app store.



## TO ACCESS PRESENTATIONS:

- Visit **DIAglobal.org**
- Select 'Sign in' at the top right
- Enter your User ID and Password
- Go to 'My Account'
- View 'My Presentations'

### **Please Note:**

*DIA User ID and Password are needed to access presentations. If you have forgotten your DIA User ID and Password, or this is your first time logging into the DIA website, please use our Login Reminder*



# Schedule At-A-Glance



Interactive panel discussion



Facilitated audience discussion

## TUTORIAL | WEDNESDAY, MARCH 2

1:30–5:00PM

Tutorial: OPDP/APLB 101: A Primer Based on Today's Changing Environment

## DAY ONE | THURSDAY, MARCH 3

7:30AM–6:00PM

Registration

7:30–8:30AM

Continental Breakfast, Exhibits, and Networking

8:30–8:45AM

Welcome Remarks

8:45–10:30AM

Session 1: Ad-Promo Litigation: Amarin and Beyond

10:30–11:00AM

Refreshment Break, Exhibits, and Networking

11:00AM–12:30PM

Session 2: Engaging Payers, Nontraditional, and Emerging Customer Markets

12:30–1:30PM

Luncheon, Exhibits, and Networking

1:30–3:00PM

Session 3: Breakout Sessions

Session 3A: Safety Labeling Changes — Real-World Execution into Packaging, Advertising and Promotion, and Beyond

Session 3B: Global Promotion Review Process and Standards

Session 3C: Mock Review: A Regulatory Perspective

3:00–3:30PM

Refreshment Break, Exhibits, and Networking

3:30–5:00PM

Session 4: Breakout Sessions

Session 4A: Safety Labeling Changes — Real-World Execution into Packaging, Advertising and Promotion, and Beyond

Session 4B: Global Promotion Review Process and Standards

Session 4C: Mock Review: A Regulatory Perspective

5:00–6:00PM

Poster Session and Networking Reception

## DAY TWO | FRIDAY, MARCH 4

7:00AM–4:00PM

Registration

7:00–8:00AM

Continental Breakfast, Exhibits, and Networking

8:00–8:05AM

Welcome to Day Two

8:05–9:35AM

Session 5: FDA Update: Recent Enforcement Actions and Guidances

9:35–10:00AM

Refreshment Break, Exhibits, and Networking

10:00–11:30AM

Session 6: Using New and Emerging Technologies Compliantly

11:30AM–1:00PM

Luncheon Round Table Discussions and Exhibits

1:00–2:10PM

Session 7: Breakout Sessions

Session 7A: Scientific Exchange and the Responsible Sharing of Truthful and Non-Misleading Information About Medicines with HCPs

Session 7B: Advocacy Groups: When and How Should They Be Engaged?

Session 7C: Review Standards for Ad Boards and Consultant Meetings

2:10–2:30PM

Refreshment Break, Exhibits, and Networking

2:30–3:30PM

Session 8: Compliance Update Panel

3:30–4:00PM

Closing Session: Question and Answer with FDA



# Learning Objectives

At the conclusion of this activity, participants should be able to:

- Identify the trends reflected in the latest enforcement actions and policies issued by the FDA
- Examine the compliance challenges companies face, including how to evaluate challenges, and factors to consider that may impact the development of solutions
- Discuss the best US and global review and approval practices
- Describe promotional and non promotional tactics trending in the pharmaceutical industry that require thoughtful regulatory review
- Analyze effective digital and social media strategies designed to meet the challenges of ensuring compliance with FDA regulatory requirements

## Continuing Education Credits



DIA is accredited by the Accreditation Council for Pharmacy Education as a provider of continuing pharmacy education. This program is designated for up to 13.75 contact hours or 1.375 continuing education units (CEU's). Type of Activity: Knowledge



**ACPE Credit Requests MUST BE SUBMITTED by Monday April 18, 2016.** DIA is required by the Accreditation Council for Pharmacy Education (ACPE) to report pharmacy-requested CEUs through the CPE Monitor system. All ACPE-certified activity credit requests need to be submitted through DIA's My Transcript **within 45-days post** activity. Pharmacists will need to provide their National Association of Boards of Pharmacy (NABP) e-Profile ID and date of birth (MMDD) to ensure the data is submitted to the ACPE and NABP properly. If you need to obtain your NABP e-Profile, please visit [www.cpemonitor.net](http://www.cpemonitor.net).



DIA has been accredited as an Authorized Provider by the International Association for Continuing Education and Training (IACET). As an IACET Authorized Provider, DIA offers CEUs for its programs that qualify under the ANSI/IACET Standard. DIA is authorized by IACET to offer up to 1.5 CEUs for this program. Participants must attend the entire program (and tutorial(s), if applicable) in order to be able to receive an IACET statement of credit. No partial credit will be awarded.

If you would like to receive a statement of credit, you must attend the conference (tutorial, if applicable; sign in at the registration desk), complete the "Verification of Attendance" form located in your conference folder, turn in your form to the registration desk at the conclusion of the conference, and complete the online credit request process through My Transcript. Participants will be able to download a statement of credit upon successful submission of the credit request. My Transcript will be available for credit requests on **Friday, March 18, 2016**.

To access My Transcript:

- Visit [DIAglobal.org](http://DIAglobal.org), select "Sign in" and you will be prompted for your user ID and password
- Choose MENU, found in the upper left corner
- Under CONFERENCES select "Continuing Education"
- Select the blue "My Transcript" button followed by "Credit Request" to process your credit request for the forum

**The evaluation closes on Friday, March 25, 2016.**

View DIA's Grievance Policy at [DIAglobal.org/CE](http://DIAglobal.org/CE)

## Continuing Education Credit Allocation

**Tutorial: OPDP/APLB 101: A Primer Based on Today's Changing**

**Environment:** IACET: .3 CEUs; Pharmacy: 3.25 contact hours or .325 CEUs, 0286-0000-16-010-L04-P

**Conference:** IACET: 1.2 CEUs

**Pharmacy Credit Allocation:**

- Welcome and Session 1: 2 contact hours or .2 CEUs, 0286-0000-16-011-L04-P
- Session 3A: Safety Labeling Changes: 1.5 contact hours or .15 CEUs, 0286-0000-16-012-L05-P
- Session 3C: Mock Review: A Regulatory Perspective: 1.5 contact hours or .15 CEUs, 0286-0000-16-013-L04-P
- Session 4A: Safety Labeling Changes: 1.5 contact hours or .15 CEUs, 0286-0000-16-014-L05-P
- Session 4C: Mock Review: A Regulatory Perspective: 1.5 contact hours or .15 CEUs, 0286-0000-16-015-L04-P

- Sessions 5 and 6: 3 contact hours or .3 CEUs, 0286-0000-16-016-L04-P
- Session 7A: Scientific Exchange: 1 contact hour or .1 CEU, 0286-0000-16-017-L04-P
- Session 7B: Advocacy Groups: 1 contact hour or .1 CEU, 0286-0000-16-018-L04-P
- Session 7C: Review Standards: 1 contact hour or .1 CEU, 0286-0000-16-019-L04-P
- Session 8: Compliance Update Panel and Closing Session: 1.5 contact hours or .15 CEUs, 0286-0000-16-020-L04-P

It is DIA policy that anyone in a position to control the content of a continuing education activity must disclose to the program audience (1) any relevant financial relationships related to the content of their presentation and/or the educational activity, and (2) discussions of unlabeled or unapproved uses of drugs or medical devices. Disclosure statements will be included in the meeting materials.

## DIA'S CERTIFICATE PROGRAM

This program is part of DIA's Certificate Program and is awarded the following:

- Regulatory Affairs Certificate Program: 8 Elective Units

For more information go to [DIAglobal.org/certificateprograms](http://DIAglobal.org/certificateprograms)



## WEDNESDAY, MARCH 2

1:30–5:00PM

### Half Day Tutorial – OPDP/APLB 101: A Primer Based on Today's Changing Environment

#### Instructors:

##### Lucy Rose, MBA

President

Lucy Rose and Associates, LLC

##### Michele Sharp, PharmD

Senior Director, Global Regulatory Affairs – US

Eli Lilly and Company

If you are new, or relatively new, to the preparation or review of advertising and/or promotional materials, this tutorial is for you! This tutorial is designed to provide background information for you to better understand the conference content. The leaders will provide an introductory foundation for anyone working in our current regulatory environment. Whether you are a regulatory, legal, medical, compliance, or marketing professional, the information will be interesting, practical, and vital.

#### Learning objectives

At the conclusion of this tutorial, participants should be able to:

- Discuss the current regulatory/compliance environment pertaining to prescription drugs, biologics, and medical devices as relevant to the DIA program content
- Describe the FDA advertising and promotional requirements, including such topics as (as relevant to the final program content): claim support requirements, fair balance expectations, internet and social media challenges, product booths at medical conventions, adherence and preference programs, patient involvement and outreach, disease state programs, and public relations challenges

## THURSDAY, MARCH 3

7:30AM–6:00PM

Registration

7:30–8:30AM

Continental Breakfast, Exhibits, and Networking

8:30–8:45AM

### Welcome Remarks

#### Raleigh Malik, PhD

Senior Scientific Liaison, Americas  
DIA

#### Wayne L. Pines

President  
Regulatory Services and Healthcare  
APCO Worldwide Inc.

8:45–10:30AM

### Session 1: Ad-Promo Litigation: Amarin and Beyond

#### Session Chair:

##### Douglas H. Hallward-Driemeier

Partner  
Ropes & Gray, LLP

Recent litigation, such as the Amarin and Pacira cases, raise far reaching new issues about the regulatory policies for the advertising and promotion of prescription products. Is a paradigm shift coming? How will the FDA and Congress address these issues? Is still more litigation on the horizon? What should individual companies do right now? This session will provide a brief background on these cases, but focus on the policy and day-to-day practical implications of this litigation.

#### Panelists:

##### Jeff Handwerker

Partner  
Arnold & Porter, LLC

##### Michael Listgarten

Senior Associate General Counsel  
Genentech, Inc., A Member of the Roche Group

##### John Fleder

Director  
Hyman, Phelps & McNamara

10:30–11:00AM

Refreshment Break, Exhibits, and Networking

11:00AM–12:30PM

### Session 2: Engaging Payers, Nontraditional, and Emerging Customer Markets

#### Session Chair:

##### John Murray

President  
Grayscale Compliance LLC

The rapid evolution of health care coverage and payment has led to an increase in unique customers and sales and marketing strategies. Employers, government and private health plans, purchasing groups, retail pharmacies, specialty pharmacies, institutions, and patients themselves are all sharing in the financial landscape of prescription drugs and biologics. A panel of regulatory, legal, and commercial experts will discuss payer and access marketing programs and strategies as well as some of the unique regulatory and legal issues.

#### Panelists:

##### William Sarraille

Partner  
Sidley Austin LLP

##### Eric Toppo

Chief Commercial Officer  
Ethos Health Communications

##### Scott Dulitz, MBA

Vice President of Market Access Solutions  
TrialCard

12:30–1:30PM

Luncheon, Exhibits, and Networking

1:30–3:00PM

## Session 3: Breakout Sessions

## Session 3A

### Safety Labeling Changes: Real-World Execution into Packaging, Advertising and Promotion, and Beyond



## Session Chair:

**Sandra Kerr, RPh**

Executive Director, Office of Promotion and Advertising Review  
Merck & Co., Inc.

The Food and Drug Administration Amendments Act (FDAAA) of 2007 authorizes FDA to require labeling changes when it becomes aware of new safety information it believes should be included in the labeling of an approved drug product. However, neither the statute nor the draft guidance include specific deadlines or timeframes for how quickly the revised labeling must be incorporated into the packaging of the product or into other labeling such as promotional labeling. Sponsor initiated safety changes such as Changes Being Effected (CBE) supplements have no mandatory timeframes for review and/or action by the agency or timelines for implementation. This session will review the regulations, guidance, and proposed rules related to implementing safety labeling changes. It will also give you the opportunity to work through case studies with others in industry and discuss best practices and considerations for successful implementation of revised labeling.

## Facilitators:

**Kim Belsky, MS**

Executive Director  
OneSource Regulatory

**Dolores Shank-Samiec, MS**

Director Office of Promotion and Advertising Review  
Merck & Co., Inc.

**Kelly Treonze**

Director, Worldwide Product Labeling  
Merck & Co., Inc.

**Nicole Smith**

Manager, Regulatory Promotion Group  
Amgen

## Session 3B

### Global Promotion Review Process and Standards

## Session Chair:

**Lyn Hopkinson, BPharm**

Vice President, Commercial Regulatory Affairs  
Global Regulatory Affairs  
Vertex Pharmaceuticals Incorporated

As companies expand internationally and introduce their products into more markets, the need for consistency and alignment of marketing messages across regions becomes paramount. As a result, global pharmaceutical companies are realizing the importance of establishing a clear and efficient process for the review of global materials by a multidisciplinary Global Promotional Review Committee prior to their distribution to local countries or Affiliates. Equally important to the process, and to ensuring that the review is a collaborative and constructive one, is the development of promotional review standards that can be applied to all materials.

#### Global Promotion Review Process

**Kristen Heinlein, PharmD**

US Advertising and Promotion Therapeutic Head and Group Lead  
Shire

#### International Regulations and Global Standards

**Sue Duvall, MBA, MPS, RN**

GoProMo LLC

#### Global Process and System Effectiveness

**Joanne Curley, RPh**

Head of Global Promotional Regulatory Affairs and Labeling  
Jazz Pharmaceuticals

## Session 3C

### Mock Review: A Regulatory Perspective



## Session Chair:

**Kristina Vlaovic, MPH**

Vice President, Regulatory, Safety and Pharmacovigilance  
HALOZYME Inc.

Join us as we walk through the review of a typical marketing and sales tool. We'll be discussing the merits and potential pitfalls, emphasizing important questions that should be considered, and enabling an interactive session tapping into the expertise of the moderators and audience. This session is intended for professionals who have less than three years of experience, but all are welcome. A few topics to be discussed are efficacy analyses, safety presentations, and disease education.

## Facilitators:

**Laura Cooper**

Senior Director, Regulatory Affairs Marketed Products, Oncology  
Sanofi US

**Leah Palmer, PharmD**

Executive Director, Regulatory Promotion  
Amgen Inc.

3:00–3:30PM

Refreshment Break, Exhibits, and Networking

## Thanking our Media Partner:

# Pharma VOICE

## Session 4A

### Safety Labeling Changes: Real-World Execution into Packaging, Advertising and Promotion, and Beyond



#### Session Chair:

##### Sandra Kerr, RPh

Executive Director, Office of Promotion and Advertising Review  
Merck & Co., Inc.

The Food and Drug Administration Amendments Act (FDAAA) of 2007 authorizes FDA to require labeling changes when it becomes aware of new safety information it believes should be included in the labeling of an approved drug product. However, neither the statute nor the draft guidance include specific deadlines or timeframes for how quickly the revised labeling must be incorporated into the packaging of the product or into other labeling such as promotional labeling. Sponsor initiated safety changes such as Changes Being Effected (CBE) supplements have no mandatory timeframes for review and/or action by the agency or timelines for implementation. This session will review the regulations, guidance, and proposed rules related to implementing safety labeling changes. It will also give you the opportunity to work through case studies with others in industry and discuss best practices and considerations for successful implementation of revised labeling.

#### Facilitators:

##### Kim Belsky, MS

Executive Director  
OneSource Regulatory

##### Dolores Shank-Samiec, MS

Director Office of Promotion and Advertising Review  
Merck & Co., Inc.

##### Kelly Treonze

Director, Worldwide Product Labeling  
Merck & Co., Inc.

##### Nicole Smith

Manager, Regulatory Promotion Group  
Amgen

## Session 4B

### Global Promotion Review Process and Standards

#### Session Chair:

##### Lyn Hopkinson, BPharm

Vice President, Commercial Regulatory Affairs  
Global Regulatory Affairs  
Vertex Pharmaceuticals Incorporated

As companies expand internationally and introduce their products into more markets, the need for consistency and alignment of marketing messages across regions becomes paramount. As a result, global pharmaceutical companies are realizing the importance of establishing a clear and efficient process for the review of global materials by a multidisciplinary Global Promotional Review Committee prior to their distribution to local countries or Affiliates. Equally important to the process, and to ensuring that the review is a collaborative and constructive one, is the development of promotional review standards that can be applied to all materials.

### Global Promotion Review Process

##### Kristen Heinlein, PharmD

US Advertising and Promotion Therapeutic Head and Group Lead  
Shire

### International Regulations and Global Standards

##### Sue Duvall, MBA, MPA, RN

GoProMo LLC

### Global Process and System Effectiveness

##### Joanne Curley, RPh

Head of Global Promotional Regulatory Affairs and Labeling  
Jazz Pharmaceuticals

## Session 4C

### Mock Review: A Regulatory Perspective



#### Session Chair:

##### Kristina Vlaovic, MPH

Vice President, Regulatory, Safety and Pharmacovigilance  
HALOZYME Inc.

Join us as we walk through the review of a typical marketing and sales tool. We'll be discussing the merits and potential pitfalls, emphasizing important questions that should be considered, and enabling an interactive session tapping into the expertise of the moderators and audience. This session is intended for professionals who have less than three of experience, but all are welcome. A few topics to be discussed are efficacy analyses, safety presentations, and disease education.

#### Facilitators:

##### Laura Cooper

Senior Director, Regulatory Affairs Marketed Products, Oncology  
Sanofi US

##### Leah Palmer, PharmD

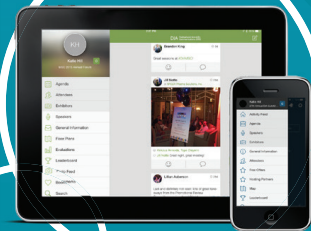
Executive Director, Regulatory Promotion  
Amgen Inc.

## Experience the Conference on the Go with the DIA Global App

Download the DIA Global app to view the agenda and speakers, network with attendees and exhibitors, and get updates throughout the conference.



Search "DIA Global" in your app store.



5:00–6:00PM

## NEW Poster Session and Networking Reception

### Poster Presentations

#### Board #1

##### Evolution of the FDA Enforcement Letter: Content and Format

**Kendall Elayne Dunlap**

PharmD Candidate, 2016  
University of Illinois

Presenting on behalf of Ms. Dunlap:

**Robert Wittenberg, PharmD**

Baxter International Inc.

**Maninee Patel, PharmD**

Baxter International Inc.

#### Board #2

##### Submitting ECTD Promotional Labeling and Advertising Submissions With Lean Staffing

**Karen D. Stith**

Professional Regulatory Writer  
CSC

#### Board #3

##### Global Prescription Drug Advertising and Promotion Regulations

**Upasana Marwah, PharmD**

Post-Doctoral Fellow  
Rutgers, The State University of New Jersey

#### Board #4

##### Pharmacists in Industry: Analysis of Marketing Candidates

**Alka Bhatt, PharmD**

Pharmaceutical Industry Fellowship  
Rutgers, The State University of New Jersey

#### Board #5

##### OPDP Enforcement Actions: January 2013–December 2015

**John William Riehl, PharmD**

Regulatory Advertising and Promotion Fellow  
Johnson & Johnson

# Join the conversation



Explore DIA Communities: [DIAglobal.org/Communities](http://DIAglobal.org/Communities)



7:00AM–4:00PM Registration

7:00–8:00AM Continental Breakfast, Exhibits, and Networking

8:00–8:05AM **Welcome to Day Two**

8:05–9:35AM **Session 5: FDA Update: Recent Enforcement Actions and Guidances**

#### Session Chair:

**Wayne L. Pines**

President

Regulatory Services and Healthcare  
APCO Worldwide Inc

Are you aware of all of the current issues, laws, and new guidances regarding the promotion of prescription drugs, biologics, and medical devices? FDA panelists will review the latest on policy development, enforcement, and the FDA's future initiatives, as well as the new guidances that describe the FDA's current thinking on important issues that have been raised by industry and the FDA's recommendations in these areas.

#### CDER Update

**Thomas W. Abrams, MBA, RPh**

Director

Office of Prescription Drug Promotion  
CDER, FDA

And

**CDR Roberta Szydio, RPh, MBA, RAC**

Senior Regulatory Review Officer

Office of Prescription Drug Promotion  
CDER, FDA

#### CBER Update

**CDR Sonny Saini, PharmD, MBA**

Senior Regulatory Operations Officer

Advertising and Promotional Labeling Branch  
CBER, FDA

#### CDRH Update

**Deborah Wolf, JD**

Regulatory Counsel

Office of Compliance  
CDRH, FDA

#### CVM Update

**Thomas J. Moskal, DVM, Dipl. ACLAM, MLIS**

Veterinary Medical Officer

CVM, FDA

9:35–10:00AM Refreshment Break, Exhibits, and Networking

10:00–11:30AM

## Session 6: Using New and Emerging Technologies Compliantly

#### Session Chair:

**Dale Cooke**

Owner

PhillyCooke Consulting

Consumer and health care professionals are adopting new technology platforms, especially mobile and social, as their preferred means of accessing information, yet pharmaceutical manufacturers have found it difficult to ensure their messaging meets FDA regulations in these platforms. Explore the experience of some of the industry's leading companies in overcoming these challenges while ensuring compliance with FDA regulatory requirements.

#### Panelists:

**Matthew Boyd, MBA**

Vice President Head of Regulatory North America  
Sobi Inc.

**Laura Kolodjeski**

Director, Digital Strategy and Operations  
Sanofi

**Brook Yohannes, PharmD**

Manager, Promotional Regulatory Affairs  
Shire

**Yemisi Oluwatosin, PhD**

Director of Regulatory Affairs Promotional Review  
AstraZeneca Pharmaceuticals

11:30AM–1:00PM

Luncheon and Exhibits

#### Round Table Discussions

Join Round Table Discussions approximately 30 minutes into the extended luncheon. Leaders within the Marketing and Pharmaceuticals community will facilitate discussions to examine key outcomes from sessions. You are encouraged to participate and share your own experiences. To join a discussion, select one of the numbered tables.

## Enhance Your Understanding of Drug Development

### Drug Development and Life Cycle Management eLearning Program:

**Module 1:** Overview of Drug Development

**Module 2:** Discovery and Preclinical Testing Phases

**Module 3:** Phase 1 Studies

**Module 4:** Phase 2 Studies

**Module 5:** Phase 3 Studies and Regulatory Review

**Module 6:** Phase 4 and Life Cycle Management

Visit [DIAglobal.org/DDLCM](http://DIAglobal.org/DDLCM)

**Buy All Six Modules to Save**

## Session 7A

### Scientific Exchange and the Responsible Sharing of Truthful and Non-Misleading Information About Medicines with HCPs



## Session Chair:

**Glenn Byrd, MBA, RAC**

Senior Director, Specialty Care  
Promotional Regulatory Affairs  
AstraZeneca Pharmaceuticals

Scientific exchange is a broadly defined concept that continues to be hotly debated and widely interpreted within the pharmaceutical industry and in the courts. In recent years, activity in this area has intensified with important court decisions and increased pressure on the FDA to clarify its position on the scope of activities and communications that fall within the scope of scientific exchange. This panel will examine and lead an interactive audience discussion on potential guiding principles on this topic.

## Panelists:

**Scott Moren, PharmD, MBA**

Director, Medical Alignment  
AstraZeneca Pharmaceuticals

**Denise Williams, MD**

Hematologist/Oncologist  
Independent Consultant, Oncology Medical Affairs  
and Clinical Development

## Session 7B

### Advocacy Groups: When and How Should They Be Engaged?

## Session Chair:

**James E. Valentine, JD**

Associate  
Associate Hyman, Phelps & McNamara, PC

There is an open question amongst the drug development industry about how and when to best interact with patient groups regarding clinical trials. This knowledge gap has the potential to delay the start of meaningful clinical trials or lead to the conduct of less efficient trials by not tapping into the patient resource. Complex legal, ethical and regulatory issues, and ill-defined expectations can lead to unproductive relationships and disparate or unanticipated outcomes. While key stakeholders have moved to create a more effective model for engagement between research sponsors, investigators and patient groups, leading to better clinical trials, guidelines for best practices have not been shared across the industry. This session will explore opportunities for drug developers to engage with patient advocacy groups, provide an overview of the regulatory framework through which such engagement should be moderated, and explore case studies that highlight best practices for industry interactions and partnerships with these groups.

## Presenters:

**James E. Valentine, JD**

Associate  
Associate Hyman, Phelps & McNamara, PC

**Rebecca Prince**

Senior Corporate Counsel  
Bristol-Myers Squibb

## Session 7C

### Review Standards for Ad Boards and Consultant Meetings

## Session Chair:

**Mark Gaydos**

Vice President and Head  
US Specialty Care 2  
Head  
US Advertising and Promotion Center of Excellence  
North America and Global Regulatory Affairs  
Sanofi

Advisory boards and consulting arrangements are common business practices that permit companies to obtain expert advice on matters ranging from clinical development plans, product positioning and promotional messaging, as well as postmarketing studies and other life cycle management activities. While representing standard business practice, such relationships with external health care professionals are fraught with risks that must be acknowledged and accounted for in order to protect companies and individuals from external allegations of illegality. We will explore the legal and regulatory risk areas associated with ad boards and consulting arrangements, from both internal and external perspectives, and discuss steps companies can take to ensure their validity and minimize associated risks.

### Advisor and Consultant Arrangements: Avoiding Regulatory Peril

**Mark Gaydos**

Vice President and Head  
US Specialty Care 2  
Head  
US Advertising and Promotion Center of Excellence  
North America and Global Regulatory Affairs  
Sanofi

### Meeting Legal and Regulatory Requirements While Meeting with Your Consultants: Learning from Enforcement Trends

**Linda Pissott Reig, JD**

Shareholder  
Buchanan, Ingersoll & Rooney PC

### Legal Considerations for Advisory Boards

**Felecia Ettenberg, JD**

Executive Director, Promotion Integrity  
Bristol-Myers Squibb

2:30–3:30PM

### Session 8: Compliance Update Panel



#### Session Chair:

##### Scott Liebman

Partner  
Loeb & Loeb, LLP

From drug pricing to First Amendment questions and completion of Corporate Integrity Agreements, companies are facing new and challenging compliance issues. This panel will explore these new trends and offer insight on how to navigate the uncertainty.

#### Panelists:

##### Joe Zimmerman

Former Senior Vice President, Chief Compliance Officer  
Actavis & Forest

##### Emily Wright, JD

Senior Counsel  
Pfizer

##### Howard Dorfman, JD

Founder  
H. L. Dorfman Pharmaceutical Consulting

3:30–4:00PM

### Closing Session: Question and Answer with FDA



#### Session Chair:

##### Lucy Rose, MBA

President  
Lucy Rose and Associates, LLC

Use this unique opportunity to bring your pressing questions for the FDA to address in person. This session will attempt to answer any remaining questions from earlier sessions and allow you to ask new questions to our FDA speakers.

#### Panelists:

##### Thomas W. Abrams, MBA, RPh

Director  
Office of Prescription Drug Promotion  
CDER, FDA

##### CDR Roberta Szydlo, RPh, MBA, RAC

Senior Regulatory Review Officer  
Office of Prescription Drug Promotion  
CDER, FDA

##### Sonny Saini, PharmD

Regulatory Health Project Manager  
Advertising and Promotional Labeling Branch  
CDER, FDA

##### Alpita Popat, MBA, PharmD

Consumer Safety Officer, Advertising, Promotional and Labeling Branch  
CDER, FDA

##### Deborah Wolf, JD

Regulatory Counsel  
Office of Compliance  
CDRH

##### Thomas J. Moskal, DVM, Dipl. ACLAM, MLIS

Veterinary Medical Officer  
CVM, FDA

## Exhibiting Companies

As of February 25, 2016

- DIA
- Framework Solutions, Inc.
- Gilead Sciences
- Porzio Life Sciences, LLC
- ENLASO
- Genentech, A Member of the Roche Group
- Opus Regulatory
- Veeva Systems, Inc.

## About DIA

### Develop. Innovate. Advance.

DIA is the only global organization dedicated to bringing health care product development professionals together in a neutral environment to improve health and well-being throughout the world.

# DIA 2016

JUNE 26-30 | PHILADELPHIA, PA

**DIA 2016 is packed with 175+ educational offerings over 22 tracks** on today's hottest topics. It is our largest interdisciplinary event, bringing together a global network of 7,000+ life sciences professionals from industry, academia, regulatory and government agencies, and patient and philanthropic organizations from around the globe, to foster innovation in the discovery, development, and life cycle management of health care products.



## **Just Announced - DIA 2016 Co-Chairs:**

**Hans-Georg Eichler, MD, MSc**

Senior Medical Officer, European Medicines Agency



**Gigi Hirsch, MD**

Executive Director, MIT Center for Biomedical Innovation

## **Featured Sessions:**

- Disease Interception: Shifting the Paradigm from Treatment to Prevention of Disease
- Expedited Reviews and Other Pathways to Speed up Access to Medicines
- Lessons Learned from Eight Years of Drug Development Tool/Novel Methodology Qualification
- Regulatory Science Considerations Applying to Novel Biologics and Bifunctional Biologics Development
- Infectious Disease Containment and Lessons Learned

## **Featured Highlights**

- Global regulatory presence with representatives from FDA, EMA, PMDA, Health Canada, and more
- NEW Engage and Exchange Sessions: Engage with fellow attendees in a new, collaborative learning environment
- Increase your knowledge while allowing for small group interaction with DIA 2016 Preconference Tutorials
- Hear from the top thought-leaders in drug development discuss topics such as 21<sup>st</sup> Century Cures, biologics/biosimilars, patient engagement, mobile/wearable technology, big data, personalized medicine, approval pathways, pricing, reimbursement and access, plus much more



**Agenda  
Now  
Available**

# #DIA2016

## **A GATHERING OF GLOBAL PROPORTIONS**

Visit **DIAglobal.org/DIA2016** for more information and to register.

