LIFESCIENCES TRENDS 2017: A National and Regional Perspective

Wednesday, November 15th, 8:30am - 1:00pm
Radisson Blu Hotel, Little Island, Cork

#Lifesciencetrends2017

Further Information
To learn more about this conference, contact Stephen Davis, Head of Marketing at Exertis Supply Chain Services, on +353 1 405 6586 or email stephen.davis@exertis.com

Register today at www.lifesciencestrends.com
LIFESCIENCES TRENDS 2017: A National and Regional Perspective

Industry Outlook: Biopharma Sector & Policy Priorities 2018

Brexit: The Potential Impact of Brexit on the Lifesciences Supply Chain

FDI: Growing Foreign Direct Investment Nationally & Regionally

Case Studies: Lifesciences Industry Presentations

Talent: Attracting and Maintaining Talent in Lifesciences

Local Site Visit: Live Serialisation Demonstration

SUPPORTED BY:

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Supply Chain Services

Irish Medtech Association Ibec

Biopharmachem Ireland Ibec

IRISH exporters association

IDA Ireland

Ibec

Port of Cork

KPMG

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Crestsolutions

Acorn Regulatory

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Cork Chamber

Enterprise Ireland

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GE Healthcare

Janssen
Pharmaceuticals

Orbsen Consulting

Simple Supply Solutions

Complex to LEAN

DePuy Synthes

Gilead

PharmAcademy.ie

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<td>9:00am</td>
<td>Introduction</td>
<td><strong>Paul Egan</strong>, Chief Commercial Officer, Exertis Supply Chain Services</td>
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<td>9:10am</td>
<td>Presentation:</td>
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<td>9:40am</td>
<td>Panel Discussion 1:</td>
<td><strong>Padraig Henry</strong>, Strategic Accounts Director, Exertis Supply Chain Services (Moderator)</td>
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<td>The Potential Impact of Brexit on the Lifesciences Supply Chain</td>
<td><strong>Shane Maher</strong>, Director Production Planning &amp; Logistics, DePuy Synthes</td>
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<td><strong>Brian Murphy</strong>, Head of Trade Services, Irish Exporters Association</td>
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<td><strong>John Forde</strong>, Global Supply Planning Manager, GE Healthcare</td>
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<td>10:10am</td>
<td>Presentations:</td>
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<td>Using KDB &amp; R&amp;D Tax Credits to attract FDI - How Ireland Compares</td>
<td><strong>Ray O’Connor</strong>, South-West Regional Manager, IDA Ireland</td>
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<td>Winning Lifesciences FDI for Ireland</td>
<td><strong>Gerard Brady</strong>, Head of Tax and Fiscal Policy, Ibec</td>
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<td>Growing Foreign Direct Investment Nationally &amp; Regionally</td>
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# CONFERENCE AGENDA

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| 10:40am | Panel Discussion 2: Attracting Lifesciences Investment in the Munster Region | Brian Cleary, Chief Marketing Officer, Acorn Regulatory (Moderator)  
Ena McDonnell, Global Sourcing Manager, Enterprise Ireland  
Conor Healy, Chief Executive Officer, Cork Chamber  
Gerard Brady, Head of Tax and Fiscal Policy, IBEC  
Damien Flanagan, R&D Tax Incentives Director, KPMG |
| 11:20am | Coffee Break & Networking                                              |                                                                                             |
| 11:40am | Industry Case Studies: The People in Your Process: Increasing Quality & Efficiencies through Training & Human Error Intervention  
Bio Pharma & Medical Devices: Janssen’s Journey to Single Use Technologies  
Collaborative Benchmarking in the Lifesciences: Gilead & DePuy Synthes  
Event Driven Cost Reductions  
Medtech Supply Chain Analysis | Padraig Culbert, Head of Training, The Pharmaceutical Academy  
Claire Walsh, Manufacturing Process Specialist, Janssen Sciences Ireland  
John O'Shea, Operational Excellence Lead, Gilead Sciences  
Aidan Magner, Managing Director, Simple Supply Solutions  
John Harhen, Managing Director, Orbsen Consulting |
| 12:30pm | Panel Discussion 3: Attracting and Maintaining Talent in Lifesciences  | Pauline O’Flanagan, Network Manager, Irish Medtech Association Skillnet  
Robert Daly, Senior Director, CPL Jobs Ireland  
Adele McIntyre, Associate Business Manager, Real Staffing  
Tommie McCarthy, Director, MSc in Biotechnology, UCC  
Chris Edlin, Director, PMTC  
Gemma Robinson, Managing Director, Acorn Regulatory |
| 1:00pm  | Close (8 optional serialisation demo)                                  |                                                                                             |

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Welcome Address

Paul Egan
Chief Commercial Officer, Exertis Supply Chain Services

Paul is the Chief Commercial Officer at Exertis Supply Chain Services and joined the Group in 2017. Paul has overall responsibility for client portfolio and growth in Exertis SCS. He has diverse industry experience having held senior Operational and Commercial roles with RR Donnelly, Williams Lea, DS Vance as well as Shell. He is a graduate of the University of Bristol and Trinity College Dublin.

Presentation: Overview of Biopharma Sector and Policy Priorities for 2018

Matt Moran
Director, BioPharmaChem Ireland

Matt is Director of BioPharmaChem Ireland. He worked for over ten years in the pharmaceutical industry where he held a number of management positions both in active ingredient and dosage form manufacture. He is a member of the European Chemical Industry Council (CEFIC). Matt is also a Board member of the Active Pharmaceuticals Ingredients (API) Committee of CEFIC (CEFIC/API) and The European Association for Bioindustries (Europabio).

Panel Discussion 1: The Potential Impact of Brexit on the Lifesciences Supply Chain

Padraig Henry
Strategic Accounts Director, Exertis Supply Chain Services [panel moderator]

Padraig joined Exertis Supply Chain Services in 2000 and is based in Ireland, traveling internationally. He formerly held roles in big five consultancy and the aviation sector. Padraig leads the Strategic Accounts development functions, implementing innovative value adding supply chain services. Padraig has more than 20 years of experience in international trade, supply chain design and product distribution.

Presentation: The Risk Posed by Brexit to the Lifesciences Supply Chain

Brian Murphy
Brian Murphy, Head of Trade Services, Irish Exporters Association

Brian is Head of Trade Services with the Irish Exporters Association. He recently moved into the role having previously been Export Manager with the organisation. Brian is an experienced and professional customs and supply chain specialist with strong strategic, leadership and vendor management skills. He has extensive global experience in inbound and outbound supply chains, including distribution centre management, procurement operations, customs, trade, compliance and outsourced supply chain solutions.
**SPEAKERS & PANELLISTS**

**Shane Maher**  
Production Planning & Logistics Director, DePuy Synthes

Shane joined DePuy Ireland in 2006 with over 28 years of industry experience. During that time Shane has held positions in the Purchasing Planning & Logistics organisation group. Shane has previously worked in both Operations & Supply Chain roles within a number of industries from food to medical devices. Shane holds a degree in business from Cork Institute of Technology, an MBA from University of Limerick & an MSc in Lean Operations from Cardiff University.

**Cpt. Michael McCarthy**  
Commercial Director, Port of Cork

Captain Michael McCarthy is the Commercial Director for the Port of Cork Company, the current Chairman of Cruise Europe and past president of the Irish Institute of Master Mariners. He is a Class 1 Master Mariner and a UCC postgraduate in Management and Marketing. He has built up an extensive knowledge of the port, logistics and shipping sector over the last 46 years including many EU Funded initiatives including Motorways of the Seas Projects.

**John Forde**  
Global Supply Planning Manager, GE Healthcare

John is the Global Supply Planning Manager in GE Healthcare. He has worked with the organisation in various roles for the last 28 years. Based out of the Carrigtohill facility, John is responsible for the global supply planning, materials management and fulfillment within the Contrast Media part of the business. He is a graduate of the University of Limerick and University College Cork.

**Ray O’Connor**  
Regional Manager, South West Region, IDA Ireland

Ray is responsible for the management of IDA Ireland activities across the South-West Region. The role entails collaborating with IDA client companies, stakeholders, industry groups and service providers to ensure the needs of IDA client companies continue to be met across the region and also marketing the region for new investments. Ray has been with IDA Ireland for eleven years. Ray also managed the South East Region for three years from 2011-2014.

**Presentation: Winning Lifesciences FDI for Ireland**

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**SPEAKERS & PANELLISTS**

**Panel Discussion 2: Attracting Life Sciences Investment in the Munster Region**

**Brian Cleary**  
Chief Marketing Officer, Acorn Regulatory (panel moderator)

Brian is Chief Marketing Officer at Acorn Regulatory and joined the company in 2016. In his current role he is responsible for the management and creation of all marketing initiatives at Acorn Regulatory. He has created a large number of well received whitepapers focusing on timely regulatory issues. These publications have been downloaded thousands of times by life science professionals around the world. He is a frequent contributor to broadcast media and business publications including, most recently, Politico.

**Gerard Brady**  
Head of Tax and Fiscal Policy, IBEC

Gerard is Head of Tax and Fiscal Policy in Ibec, Ireland’s largest business representative organisation. His role involves engagement with policymakers on public policy issues of importance to business and helping business navigate economic and taxation issues. He regularly contributes to regional and national media as well as representing Irish business at international fora at BusinessEurope and the OECD. He was the winner of the Foundation for Fiscal Studies Miriam Hederman O'Brien prize for research on fiscal policy in 2013 and is a member of the National Statistics Board (the Governing Body of the CSO).

**Damien Flanagan**  
Director, KPMG

Damien is a Director in KPMG’s R&D Incentives Practice, helping clients prepare and support R&D tax credit and knowledge development box (KDB) claims. He has worked with the practice since 2006 and is acknowledged as one of the most experienced tax professionals working in this area in Ireland. Damien has a deep technical knowledge of the R&D tax credit and the recently-introduced KDB, particularly as they pertain to the life sciences sector.

**Enda McDonnell**  
Global Sourcing Manager, Enterprise Ireland

Enda McDonnell is Department BPO, Business and Consumer Services Public Procurement and Global Sourcing. Global Sourcing is a dedicated unit within Enterprise Ireland focused on driving deeper engagement between Ireland’s multinational base and Enterprise Ireland client companies as a source of product, services and technology solutions.

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Conor became Chief Executive of Cork Chamber in February 2006. Prior to joining Cork Chamber he worked with IDA Ireland playing a lead role in the strategic development of the region and the attraction of inward investment. Previously he worked with Enterprise Ireland holding responsibility for the development of the indigenous software and international services sector and has also worked in business development primarily dealing with micro enterprises.

**Conor Healy**  
Chief Executive Officer, Cork Chamber

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**Presentation: Increasing Quality & Efficiencies through Training & Human Error Intervention**

Padraig Culbert  
Head of Training, The Pharmaceutical Academy

Padraig is the Head of the Pharmaceutical Academy, a sister company established by Crest Solutions. Padraig spent a decade in management of a third level institution in Ireland, gaining an insight into how human capacity can be maximised if the right approach is taken. Padraig’s background has seen him work in the industrial manufacturing, aeronautical, higher education, government policy and legal sectors.

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**Presentation: Janssen’s Journey to Single Use Technologies**

Claire Walsh  
Manufacturing Process Specialist, Janssen Sciences Ireland

Claire is a Manufacturing Process Specialist within the Operations Bio-Process Skills and Technology Department in Janssen Sciences Ireland, where she is responsible for representing the Operations Department and its requirements on both capital and non-capital projects. Most recently Claire was the Operations SME in the introduction of a new Cell Culture Suite into Janssen. Prior to this, Claire worked in the Cell Culture Operations and the Pharmaceutical Development and Manufacturing Sciences (PDMS) departments.

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**Presentation: Collaborative Benchmarking in the Lifesciences**

John O’Shea, (Ph. D)  
Operational Excellence Manager, Gilead Sciences Ireland (UC)

John is an expert in strategy deployment, change leadership, Lean Six Sigma and is a PhD chemist. John joined Gilead Sciences in 2012 and is currently the Operational Excellence Lead. He previously held positions with the Leading Edge Group and GlaxoSmithKline. John holds a degree in Chemistry from University College Dublin and a PhD in Organic Chemistry from University College Cork.
SPEAKERS & PANELLISTS

Presentation: Event Driven Cost Reductions
Aidan Magner
Managing Director, Simple Supply Solutions

Aidan is the founder and principal consultant at Simple Supply Solutions Limited. With over 20 years’ experience Aidan has accrued extensive knowledge in merging the disciplines of Lean Six Sigma and Supply Chain management. As Managing Director and Principal Consultant with Simple Supply Solutions Aidan guides companies in Lean & Six Sigma methodologies and in Supply Chain alignment. Prior to setting up Simple Supply Solutions Aidan held various global positions in the high tech multinational sector.

Presentation: Medtech Supply Chain Analysis
John Harhen
Managing Director, Orbsen Consulting

John is Director and Principal at Orbsen Consulting since 2003. He specialises in Supply Chain and Operations, particularly exploiting analytics to find value platforms for value stream improvement. His clients are global leaders in many sectors including Premium Drink, Food, Pharmaceuticals (Generic, OTC and Originator), Medical Device, Industrial Biotech, Healthcare Distribution, and Private Equity. John’s work is primarily in continental Europe, but also in the US, UK, Middle East, Asia and Africa.

Panel Discussion 3: Attracting and Maintaining Talent in the Lifesciences
Pauline O’Flanagan
Network Manager, Irish Medtech Association Skillnet

Pauline has worked with the Irish Medtech Association, an IBEC sector association since 2008, and oversees the Irish Medtech Skillnet, Irish Medtech Springboard and Irish Medtech and Plastics Irl. Apprenticeship training and networks programmes. She is also chairperson of the Employment Activation Group for Skillnets and is a member of the Midwest Regional Skills Forum.

Adele McIntyre
Associate Business Manager, Real Staffing

Adele is an award winning Recruitment Manager who runs Real Staffing Ireland, managing both the contract and permanent divisions. She led the start-up of Real Staffing here in Ireland in 2013 and since the company has grown at an exceptional pace partnering with many of the leading pharma and medical devices companies across Ireland as well as scaling start up’s within the sector.
Prof. Tommie McCarthy
Director of MSc in Biotechnology, UCC

Prof. Tommie McCarthy (Biochemistry, University College Cork) has over 30 years’ experience as a researcher, educator and mentor in the Lifesciences and over 20 PhDs have graduated from his lab. He has published widely in molecular genetics and DNA technology and has significant experience in innovation and intellectual property. Tommie has served as the Director of several UCC degrees programmes and is currently the Director of the MSc in Biotechnology.

Dr. Chris Edlin
Director, Pharmaceutical Manufacturing Technology Centre (PMTC)

Chris is an experienced Research Director, fundraiser, CSO and CEO who has held leadership positions with Sanofi-Aventis, GSK, Roche, Medical Research Council Technology, iThemba Pharmaceuticals (site head) and PMTC. Chris is responsible for the overall research and strategic direction, financial control and management of the PMTC. Chris takes a leadership role in fostering pharmaceutical manufacturing research at a national and international level, in conjunction with industrial and academic partners, and funding agencies.

Robert Daly
Senior Director, CPL Jobs Ireland

Rob Daly is a Senior Director within the Cpl Group, and is the Managing Director of Cpl Life Sciences Ireland and its Strategic Accounts division. Rob and his team provide a range of services to customers including, talent sourcing, RPO, MSP, Contractor Management Services, EVP and Exec Search. The team works across the Pharmaceutical, Biotechnology, Clinical Research, Medical Device, Cosmetic, Manufacturing Engineering, Semi-Conductor, Food, Environmental, Supply Chain & Procurement sectors.

Dr. Gemma Robinson
Managing Director of Acorn Regulatory

Dr. Gemma Robinson is the founder and Managing Director of Acorn Regulatory. Acorn Regulatory provides regulatory affairs and quality support services to the Medical device and Pharma Industries globally and is renowned as the leading industry expert for European regulatory submissions. Gemma holds a Degree in Analytical Science from DCU and a PhD in the separation of complex chemical molecules also from DCU.
Exertis Supply Chain Services is a leader in materials supply chain design & operation; delivering Cost, Capital & Complexity optimisation for global clients across all sectors. Exertis Supply Chain Services is part of DCC plc., a leading international sales, marketing and support services group with a clear focus on performance and growth. Visit www.exertissupplychain.com

The Irish Medtech Association is the business association within Ibec representing the medical devices and diagnostics sector. Irish Medtech Association’s broad focus is to promote and support an environment that encourages the sustainable development and profitable growth of Ireland’s multinational and small to medium size medical device and diagnostic companies. Visit www.irishmedtechassoc.ie

Biopharmachem Ireland is a business association within Ibec representing the biopharma and chemical sectors. Its mission is to enhance Ireland’s reputation as a recognised centre of excellence for innovation and development in pharmaceutical, biopharmaceutical and chemical supply, thereby becoming the location of choice for the launch of new products. Visit www.biopharmachemireland.ie

The Irish Exporters Association (IEA) assists its members to grow their exports to world markets. Ireland. The IEA represent the whole spectrum of companies within the export industry, and is the connecting force for Irish exporters, providing practical knowledge and support across the Island of Ireland and in foreign markets. Visit www.biopharmachemireland.ie

Ireland’s inward investment promotion agency, the IDA, is a non-commercial, semi-state body promoting Foreign Direct Investment into Ireland through a wide range of services. The IDA partners with potential and existing investors to help them establish or expand their operations in Ireland. Visit www.idaireland.com

Enterprise Ireland is the government organisation responsible for the development and growth of Irish enterprises in world markets. It works in partnership with Irish enterprises to help them start, grow, innovate and win export sales in global markets. In this way, Enterprise Ireland supports sustainable economic growth, regional development and secure employment. Visit www.enterprise-ireland.com

Ibec is the group that represents Irish business both domestically and internationally. It has over 100 professional services staff in seven locations and is the umbrella group of over 40 different sectoral industry associations. Ibec and its sectors groups lobby government, policy makers and other key stakeholders nationally and internationally to shape business conditions and drive economic growth. Visit www.ibec.ie

The Port of Cork is the key seaport in the south of Ireland and is one of only two Irish ports which service the requirements of all six shipping modes i.e. Lift-on Lift-off, Roll-on Roll-off, Liquid Bulk, Dry Bulk, Break Bulk and Cruise. Visit www.portofcork.ie

Cork Chamber is the leading business organisation for the promotion and development of economic and commercial activity in the region. Cork Chamber represents close to 1,000 companies, employing over 100,000 people. Visit www.corkchamber.ie

University College Cork (UCC) is one of Ireland’s oldest institutions of higher education and has 28,000 full-time students, of which 14,000 are undergraduates. It is one of Ireland’s leading research institutes with the highest research income in the state. Visit www.ucc.ie
LOCAL SITE VISIT: LIVE SERIALISATION DEMONSTRATION

Explore EU Readiness for the European Falsified Medicines Directive: Learn about the requirements and progress of EU member states as they move towards compliance with the regulatory deadline of 09 February 2019. Interested participants can register for this optional site visit at www.lifesciencestrends.com

Following the Lifesciences Trends 2017 conference, attendees will have the option to visit a local supplier of Serialisation and Track & Trace solutions, Crest Solutions. Here, attendees will see live demonstrations of the Antares Vision machines that are used to achieve compliance with regulations for anti-counterfeiting efforts globally, including the European Falsified Medicines Directive (FMD) which has a compliance deadline of 09 February 2019. As part of the Site Visit, attendees can learn more about EU readiness for the FMD by attending a presentation exploring the progress being made by each member state to date.

For more information about the live serialisation demonstration, contact Anne-Marie Murphy, Crest Solutions International Marketing Executive on +353 21 452 4767 or email annemarie.murphy@crestsolutions.ie

www.lifesciencestrends.com
Further Information

To learn more about this conference, contact

**Stephen Davis,**
Head of Marketing at Exertis Supply Chain Services,
on +353 1 405 6586 or
email stephen.davis@exertis.com

Register today at [www.lifesciencestrends.com](http://www.lifesciencestrends.com)