



Updated: 10 September, 2024
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2nd Edition

Strategic Project, Program and Portfolio Management Conference for Pharmaceuticals

- The most expected PPM conference in India



Mumbai
India



September 11 – 12 | 2024
in-person event

Gold
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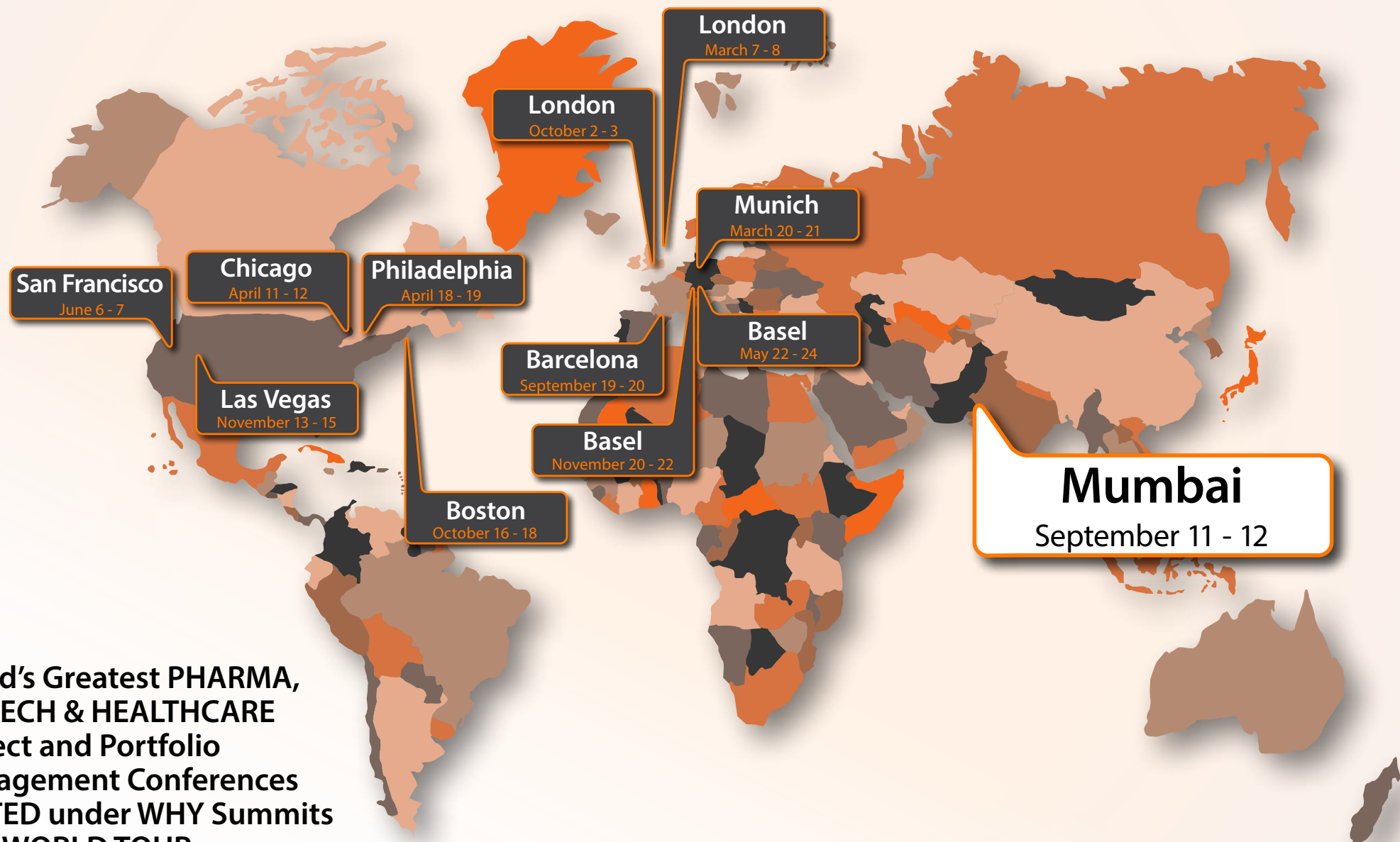
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Confederazione Svizzera
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Consulate General of Switzerland
Swiss Business Hub India

2024 PPM Summits Worldwide



World's Greatest PHARMA,
BIOTECH & HEALTHCARE
Project and Portfolio
Management Conferences
UNITED under WHY Summits
PPM WORLD TOUR

Reasons to attend



Friendly and highly stimulating atmosphere in a smaller circle (around 150 attendees per conference)



Fun icebreaking social events every evening with delegates, speakers and sponsors of the event



Creative and inspiring platform for fruitful discussion



Workshops and Roundtables for a deeper dive into important topics in the Pharma industry now



Sharing new ideas and building strong connections



Big & SME Pharma and Biotech companies

20+
LEADING
SPEAKERS

2
DAYS

30+
CASE STUDIES,
PRESENTATIONS
AND PANELS

8+
HOURS OF
NETWORKING

Testimonials



"An event where everyone could participate in the conversation. Great mix of Panel discussion, round table and presentations that give the ability to network and meet everyone in the room."



Kelly Keen

Global Project & Portfolio Manager

Testimonials



„I really enjoy Why Summits' conference because as a senior project manager it's been really helpful to see the ideas and exchange them with the other people in the industry.“

David Rose

Senior Project Manager, CAI

Great conversation, representations from different companies, diverse experiences led to awesome knowledge sharing!

Ronak Barot



Why Summits brings together some of the most respected thought leaders in Portfolio Management in the BioPharma industry. Whether you're a novice or seasoned leader in this discipline, there are always nuggets to be found in a presentation, panel, or roundtable discussion. If you're striving to build or improve your capabilities in Portfolio Management, the Why Summits events are the places to be.

Richard Bayney

President & Founder, Portfolio Manager & Decision Analyst, PPVC



“I had the pleasure of attending Why Summit's 18th American Pharma & Biotech PPM conference. I left with fresh ideas, tools, and new friends in my network to collaborate with and further grow. I encourage all of you to take time out of your day to day and invest in you.“

Brittany Hall

Director, PM Community of Practice, Thermo Fisher Scientific, USA

“The attention and footfall our booth got was amazing“.

From I2E Consulting/Planisware



“I had the privilege of sharing insights through a keynote address on “Crafting Effective Patent Litigation Strategies for Generics and Biosimilars“. It was great to meet and learn from all the speakers and co-panelists on various topics pertinent to Project and Portfolio Management. We had enriching discussions over the 2 days and I look forward to participating in the future editions of this conference! “

Gargi Nadkari



It was an incredible event that brought together some of the brightest minds in the Project, Program and Portfolio Management of the Pharmaceutical industry to discuss the latest trends and advancement in Project, and Portfolio Management. I would like to express my heartfelt gratitude to all the speakers and industry experts to share their knowledge and expertise during the conference.

Saurabh Varshney



“A great event with many open-minded (non-competing) participants that are willing to share their thoughts openly on many different, highly relevant topics.“



Andreas Norlin

COO
VAR2 Pharmaceuticals

Our Sponsors



Dear Colleague,



This is not just another PPM conference. This is a conference which tells you a STORY. One story, followed by another, stories of exceptional people who happen to choose Project and Portfolio Management as their way to bring needed medicines to improve the health of millions of people on our planet.

You will hear experts talk about the current issues in this ever-evolving industry. The best practice case studies on value added medicines opportunities and how it evolves to mature portfolio management organizations.

What is the role of project management in different levels of maturity of ppm in different organizations? How to prioritize projects, what methodologies to use for developing products that qualify for multiple markets?

Building top notch alliance network, working with behavior of internal stakeholders in project portfolio management.

Considering factors for being a day 1 or first to market with complex generics and combination products.

Working with innovation, utilizing internal cooperation to ensure successful product launch, considering IP strategies for generics and biosimilars, working with mature products, working with emerging markets.

All topics we address, are addressed having our mission in our mind, bringing medicines to patients faster, sustainably for business needs.

Our visionary keynote presentations and best practice case studies will complement panel discussions with different speakers to better understand PPM challenges and solutions from different perspectives, with unique views coming from some of the most experienced passionate professionals.

Our conference will feature numerous assisted networking sessions which will help you create those critical business friendships needed for fruitful cooperation with professionals from the industry for many years to come. We believe, that our thoughtfully planned conference will fill in any missing pieces in your plans on the mission to deliver your projects faster, more efficiently and with ease and satisfaction.

We look forward to seeing you in Mumbai!
Best regards,

A handwritten signature in blue ink that reads "Beneová". The signature is stylized and fluid, with a long horizontal stroke extending to the right.

Andrea Beneová
Event Producer

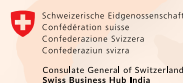
Speakers and Panelists



Abhay Rahangdale
General Manager - Project
Management Office
Alkem



Abhishek Mittal
Vice President and Head – Project
Management
Neuland Laboratories Limited



Abhinav Pathak
Deputy Head
Swiss Business Hub India



Amish Vyas
Founder
Amish Vyas Ventures Inc.



Bishnu B Mohanty
Head - Project Management
Office
Cadila Pharmaceuticals Ltd



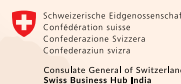
Bjarni Baerings
Formulation Business Alliance
- Europe & US
Hetero



Debjani Banerjee
Deputy General Manager
Glenmark Pharmaceuticals



Deepti Arun
General Manager- Project
Management
Lupin



Florin Mueller
Head
Swiss Business Hub India



Gargi Nadkarni
Portfolio Lead
Elpen Pharmaceutical Co. Inc.



Guillermo Ducay de la Riva
Vice President BD
Tiefenbacher Brands



Meenakshi Mudiraj
Director Global Regulatory Affairs
Teva Pharmaceuticals

Speakers and Panelists



Meghal Mistry

General Manager of Business Development & Strategy
Zydus Group



Neeraj Markandeywar

General Manager, Medical Affairs,
SUN PHARMA



Pallavi Trivedi

Associate Director
Novo Nordisk



Princy Achankunju

Senior General Manager, Project Management
Lupin



Priti Jamkar

Deputy General Manager
Lupin



Ronak Barot

Deputy General Manager
FDC Limited



Sandeep Joshi

Head - Emerging Markets
USV Private Limited



Sandeep Koul

General Manager – Development Portfolio
Wockhardt Ltd.



Sanket Khinvasara

VP – Growth
Kytes



Shama Acharya

Deputy General Manager
Lupin



Uday Harle

Asst. Vice President / Global Head
Kashiv BioSciences



Varada Bapat

Chief of Operations
RV Lifesciences



Vishwajit Bhide

VP & Head – Inhalation R&D
Mankind Pharma Ltd.

Agenda

Day1

9:15 Welcome INTRO

GLOBAL VS EMERGING MARKET OPPORTUNITIES

9:30 **KEYNOTE:** MARKET ENTRY STRATEGIES:

1. Internationalization of firms' value chain
2. What should be the key criteria to decide on which market to enter
3. Different types of risks: country risk, currency risk, commercial risk and cross-cultural risk
4. Different modes of entry: export only, JV, subsidiary, licensing and franchising
5. GTM strategies: B2B, B2C, Hybrid model
6. Key considerations: regulatory, approval timelines, repatriation, company strength and weaknesses.

Sandeep Joshi, Head - Emerging Markets, **USV Private Limited**

10:00 **SWITZERLAND AS A GATEWAY TO EUROPE FOR INNOVATIVE INDIAN BIOTECH COMPANIES**

- How Swiss Business Hub India can help Indian biopharma companies in exploring Swiss innovation ecosystem
- Implications of the recently concluded Trade and Economic Partnership Agreement (TEPA) EFTA – India Free Trade Agreement

Florin Mueller, Head, **Swiss Business Hub India**

10:30 NETWORKING BREAK



17:30

NIGHT BEFORE THE EVENT - MEET & GREET

Welcome to our event! We are so honored and grateful to have you with us!

Come and join us for some drinks, where you will be able to do an early bird registration along with some firsthand networking! All the delegates will start arriving and we will all have a chance to get to know one another - the sooner the better. Drinks, conversations, handshakes, smiles, hugs, whether with your old or new friends from the industry - everyone is welcome!

11:00

PANEL DISCUSSION: PRODUCT DIFFERENTIATION AS A STRATEGY TO OPTIMIZE THE PORTFOLIO IN US AND EUROPE

- How does product differentiation serve as a strategic tool for optimizing portfolios in both the US and Europe?
- What are the key considerations when tailoring product strategies to enhance market positioning and competitiveness across these distinct regions?

Amish Vyas, Founder, **Amish Vyas Ventures Inc.**

Meenakshi Mudiraj, Director Global Regulatory Affairs, **Teva Pharmaceuticals**

Pallavi Trivedi, Associate Director, **Novo Nordisk**

DEVELOPING PRODUCTS THAT QUALIFY FOR MULTIPLE MARKETS

11:30

CASE STUDY: 505(B)(2) HYBRID DRUG OPPORTUNITIES

There is great potential in the 505(b)(2) pathway. The key is being selective and strategic about which products to develop, and then creating a careful plan for submission and launch

- How can companies successfully harness the potential of the 505(b)(2) pathway?
- How to evaluate the potential for 505(b)(2) products?
- What are the essentials for the right planning and strategy for 505(b)(2) products to increase the potential for strong sales and ROI?

Gargi Nadkarni, Portfolio Lead, **Elpen Pharmaceutical Co. Inc.**

Day1

12:00 **PANEL DISCUSSION:** OPPORTUNITIES AND CHALLENGES FOR DIFFERENT GENERIC DRUG TYPES

What Project and Portfolio Managers need to do to succeed in markets of different Generic drug types. We discuss the opportunities these markets are providing, what are the major challenges, and how to tackle them.

- Oral Solids
- Biosimilars
- Respiratory Products
- Sterile Injectables
- OTC

Ronak Barot, Deputy General Manager - Head Portfolio Management & Business Development, **FDC Limited**

Sandeep Koul, General Manager – Development Portfolio, **Wockhardt Ltd.**

Gargi Nadkarni, Portfolio Lead, **Elpen Pharmaceutical Co. Inc.**

Uday Harle, Asst. Vice President / Global Head, **Kashiv BioSciences**

Vishwajit Bhide, VP & Head – Inhalation R&D, **Mankind Pharma Ltd.**

Amish Vyas, Founder, **Amish Vyas Ventures Inc.**

12:30 LUNCH

13:30 **CASE STUDY:** VALUE-DRIVEN DRUG DEVELOPMENT- A MYTH OR A FACT?

In the past, pharmaceutical companies could often rely on successful drug launches by demonstrating safety and efficacy. However, the landscape has shifted. Regulators now demand evidence that new drugs offer superior safety and effectiveness compared to existing treatments. Even regulatory approval doesn't guarantee success. Health care providers, grappling with rising costs, hesitate to pay for drugs that don't provide significant incremental benefits to patients, especially if they come with a hefty price tag.

Meenakshi Mudiraj, Director Global Regulatory Affairs, **Teva Pharmaceuticals**

14:00 **RESERVED PRESENTATION:** ROLE OF DIGITALIZATION IN PORTFOLIO, PROGRAM & PROJECT MANAGEMENT

Abhay Rahangdale, General Manager - Project Management Office, **Alkem**

14:15 **RESERVED PRESENTATION:** ACCELERATE PHARMA NPD WITH DIGITIZED PROJECT MANAGEMENT

Sanket Khinvasara, VP – Growth, **Kytes**

14:30 **KEYNOTE:** DEVELOPING PRODUCTS FOR DIFFERENT MARKETS: CHALLENGES – DIFFERENT REGULATORY REQUIREMENTS, SOCIOECONOMIC FACTORS, CULTURAL DIFFERENCES, IMPACT OF ALL THESE FACTORS ON BIOAVAILABILITY AND PHARMACOLOGIC PROPERTIES OF MEDICINES

This conference topic explores the complex interplay between geographical factors (food habits, bowel habits, and intestinal flora) and socioeconomic factors that influence responses to orally administered medications. This understanding is crucial for navigating the challenges of developing and marketing pharmaceutical products across diverse global markets.

Varada Bapat, Chief of Operations, **RV Lifesciences**

15:00 NETWORKING BREAK

GOING ON MARKET – WHAT TO BE FOCUSED ON?

15:30 **KEYNOTE:** GENERIC PRODUCT LAUNCH – HOW TO STAY PATIENT-CENTRIC?

Development and launch of generic and biosimilar products play a crucial role in expanding access to affordable healthcare options. This keynote will focus on embracing patient-centricity in product development and launch, ensuring that the needs and preferences of patients are at the forefront and discuss post-launch strategies, including lifecycle management and market share optimization.

Shama Acharya, Deputy General Manager, **Lupin**

16:00 **PANEL DISCUSSION:** REGULATORY CHALLENGES OF COMPLEX GENERICS, BIOSIMILARS AND COMBINATION PRODUCTS AND HOW TO DEAL WITH THEM

- What are specific EU-MDR Challenges for Combination Products And how to deal with them?
- What are specific regulatory Challenges for complex generics in different regions?
- What are the regulatory disparities existing among regulatory agencies in the US and Europe for complex generics?
- In your experience, which are the best practices for ANDA submissions without product-specific guidance?

Ronak Barot, Deputy General Manager - Head Portfolio Management & Business Development, **FDC Limited**

Pallavi Trivedi, Associate Director, **Novo Nordisk**

Varada Bapat, Chief of Operations, **RV Lifesciences**

Day2

STRATEGIC PARTNERSHIPS FOR ECONOMIC GROWTH

9:00 **KEYNOTE:** LICENSING: WHYS AND HOWS FROM LEGAL AND COMMERCIAL PERSPECTIVE

- Traditional business model vs. latest market trends
- Risk and Benefits from Licensor and Licensee point of view
- Usual “conflict” points in licensing agreements

Guillermo Ducay de la Riva, Vice President Business Development, **Tiefenbacher Brands**

9:30 **CASE STUDY:** LICENSING & STRATEGIC PARTNERSHIPS AS A GROWTH ENGINE

- How can strategic licensing drive innovation and growth in the generics industry?
- Where is the potential of licensing?
- How can regulatory and economic factors influence licensing decisions?
- Examples and case studies of successful licensing strategies.
- Emerging trends and opportunities

Meghal Mistry, General Manager of Business Development & Strategy, **Zydus Group**

10:00 **KEYNOTE:** STRATEGIC PARTNERSHIPS FOR GLOBAL REACH

How can a local/regional player become a global leader through strategic partnerships? The presentation aims at giving alternatives to reach global scale and highlighting opportunities and threats during such journey.

- Best ways to grow into global markets via partnerships
- Key success factors for a successful partnership
- Pitfalls in global business
- Challenges as growth boosters
- Organizational preparation prior to take-off

Bjarni Baerings, Formulation Business Alliance - Europe & US, **Hetero**

10:30 **NETWORKING BREAK**

11:00 **PANEL DISCUSSION:** BUILDING TOP NOTCH ALLIANCE NETWORKS

Discover cutting-edge strategies to forge and manage strategic alliances, fostering collaborations that accelerate innovation, enhance production capabilities, and streamline distribution networks. Uncover insights on effective partner selection, negotiation tactics, and maintaining sustainable partnerships. Elevate your alliance-building prowess and exchange industry best practices.

Amish Vyas, Founder, **Amish Vyas Ventures Inc.**

Meenakshi Mudiraj, Director Global Regulatory Affairs, **Teva Pharmaceuticals**

Meghal Mistry, General Manager of Business Development & Strategy, **Zydus Group**

Abhinav Pathak, Deputy Head, **Swiss Business Hub India**

BUSINESS DEVELOPMENT STRATEGIES

11:30 **KEYNOTE:** CRAFTING EFFECTIVE PATENT LITIGATION STRATEGIES FOR GENERICS AND BIOSIMILARS

Uncover the intricate web of patent litigation within the realm of generics and biosimilars through this presentation. Gain a comprehensive understanding of navigating complex legal procedures and discover techniques to effectively address challenges. Discover the power of crafting innovative intellectual property strategies to unlock market potential and thrive in the fiercely competitive arena of generics and biosimilars

Debjani Banerjee, Deputy General Manager, **Glenmark Pharmaceuticals**

12:00 **PANEL DISCUSSION:** HOW TO UTILIZE BD FOR SUCCESSFUL PARTNERSHIPS – TIPS & TRICKS

Gain valuable insights from a real-world example that delve into the journey of a generics company in establishing and maintaining successful partnerships. Uncover the critical role of Business Development in identifying, evaluating, and structuring partnerships. Learn how to align BD strategies with PPM objectives to identify the right partners and opportunities.

Bjarni Baerings, Formulation Business Alliance - Europe & US, **Hetero**

Vishwajit Bhide, VP & Head – Inhalation R&D, **Mankind Pharma Ltd.**

Guillermo Ducay de la Riva, Vice President Business Development, **Tiefenbacher Brands**

Amish Vyas, Founder, **Amish Vyas Ventures Inc.**

12:30 **LUNCH BREAK**

Day2

LEADERSHIP SKILLS

13:30

PANEL DISCUSSION: BEHAVIOR OF INTERNAL STAKEHOLDERS IN PROJECT PORTFOLIO MANAGEMENT AND ITS IMPACT ON SUCCESS

Stakeholder behavior and stakeholder management are key success factors within project portfolio management. The expert panel will address:

- How does the behavior of internal stakeholders influence project portfolio success?
- How does the intensity of engagement of stakeholders influence project portfolio success?
- How does a stakeholders' influence on success vary across different PPM phases?
- How is the influence of stakeholder behavior on success affected by role clarity?

Bishnu B Mohanty, Head - Project Management Office, **Cadila Pharmaceuticals Ltd**

Sandeep Koul, General Manager – Development Portfolio, **Wockhardt Ltd.**

Neeraj Markandeywar, General Manager, Medical Affairs, **SUN PHARMA**

Abhishek Mittal, Vice President and Head – Project Management, **Neuland Laboratories Limited**

14:00

WORKSHOP: MASTER YOUR LEADERSHIP POTENTIAL (60MIN)

This engaging workshop will equip you with the key leadership skills to thrive in the dynamic pharmaceutical industry.

- Empowering Session: Dive into an interactive workshop designed to ignite your leadership journey.
- Collaborative Activities: Work in teams to hone your communication and problem-solving skills through engaging exercises.
- Unlock Your Leadership: Discover your unique leadership style through self-assessments and interactive discussions

Deepti Arun, General Manager- Project Management, **Lupin**

Priti Jamkar, Deputy General Manager, **Lupin**

15:00

NETWORKING BREAK

15:30

ROUNDTABLE DISCUSSION (60MIN)

ALL ROUNDTABLE DISCUSSION TOPICS ARE TO RUN SIMULTANEOUSLY TWICE IN A ROW, SO EACH DELEGATE CAN CHOOSE TO ATTEND 2 ROUNDTABLE DISCUSSIONS.

1. EMERGING MARKETS – WHERE ARE THE OPPORTUNITIES

Sandeep Koul, General Manager – Development Portfolio, **Wockhardt Ltd.**

2. IN/OUT LICENSING STRATEGIES FOR GENERICS

Guillermo Ducay de la Riva, Vice President, **Tiefenbacher Brands**

3. BUSINESS DEVELOPMENT STRATEGIES

Amish Vyas, Founder, **Amish Vyas Ventures Inc.**

4. POST APPROVAL CHANGES- IMPLEMENTATION AND SUPPLY IMPACT

Pallavi Trivedi, Associate Director, **Novo Nordisk**

2024 PPM Summits Worldwide

- 
- 1** March 7 - 8, London, United Kingdom
25th European Pharma and Biotech Project, Program and Portfolio Management Conference
 - 2** March 20 - 21, Munich, Germany
2nd Global Project Management, Portfolio Planning and Partnerships for Generics
 - 3** April 11 - 12, Chicago, IL, United States
American Medical Device Project & Portfolio Management Conference
 - 4** April 18 - 19, Philadelphia, PA, United States
21st American Pharma and Biotech Project, Program and Portfolio Management Conference
 - 5** May 22 - 24, Basel, Switzerland
Portfolio Conference – Basel
 - 6** June 6 - 7 San Francisco, CA, United States
22nd American Pharma and Biotech Project, Program and Portfolio Management Conference
 - 7** September 11 - 12 Mumbai, India
2nd Strategic Project, Program and Portfolio Management Conference for Pharmaceuticals
 - 8** September 19 - 20 Barcelona, Spain
3rd Global Project Management, Portfolio Planning and Partnerships for Generics
 - 9** October 2 - 3, London, United Kingdom
26th European Pharma and Biotech Project, Program and Portfolio Management Conference
 - 10** October 16 - 18 Boston, MA, United States
23rd American Pharma And Biotech Project, Program And Portfolio Management Conference
 - 11** November 20 - 22, Basel, Switzerland
27th European Pharma And Biotech Project, Program And Portfolio Management Conference
 - 12** November 13 - 15, Las Vegas, NV, United States
Portfolio Conference – Las Vegas

Sponsorship



Additional sponsorship opportunities are available for those who wish to further customize their involvement.

Exhibiting

With a large and senior audience and decision makers, thoroughly selected, exhibiting at any Summit at 2024 PPM SUMMIT WORLD is a popular sponsorship option with great value for solution providers.

Sponsorship includes:

- Selected Summit Three Access Passes
- Exhibition space
- Helping to prearrange face to face meetings with selected participants

Dinner Sponsorship

2024 PPM SUMMIT WORLD TOUR will host a series of dinners. These dinners bring together thoughtfully selected groups of 15-20 peers from established pharma, biotech, healthcare, and medtech companies. The dines start with a 30 minute networking reception followed by a 60 minute seated dinner, with the option for participants to remain afterward to continue networking.

- Selected Summit Three Access Passes
- 30-minute reception, and 60 minute seated dinner

Speaking

Limited speaking opportunities are available for our sponsoring partners to demonstrate the expertise of their organization. Be sure to ask about these early so we can ensure your presentation flows seamlessly with the overall content. Speaking sponsorships has several options – keynote presentations, case study presentations, expert presentations, panel discussions, workshops or roundtable leadership. Speaking opportunities are available for experts in the field of Project and Portfolio Management, Contract Management, Consultancy, CMO, CRO, Data Management and Intelligence, Artificial Intelligence, Robotics, IoT and Digital Innovations.

Contact us

Updated: 10 September, 2024
for the latest programme update, please
download agenda on conference website



SPEAKING:

Andrea Beneová

andrea.b@whysummits.com



ATTENDING AND SPONSORING:

Srihari Kamban

shk@whysummits.com

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"ALWAYS BE CURIOUS"

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