

CONFERENCE

# "RISE OF GENERICS - WHEN PATENTS EXPIRE"

## 2<sup>ND</sup> Global Project Management, Portfolio Planning and Partnerships for Generics



Munich, Germany



March 20 - 21, 2024

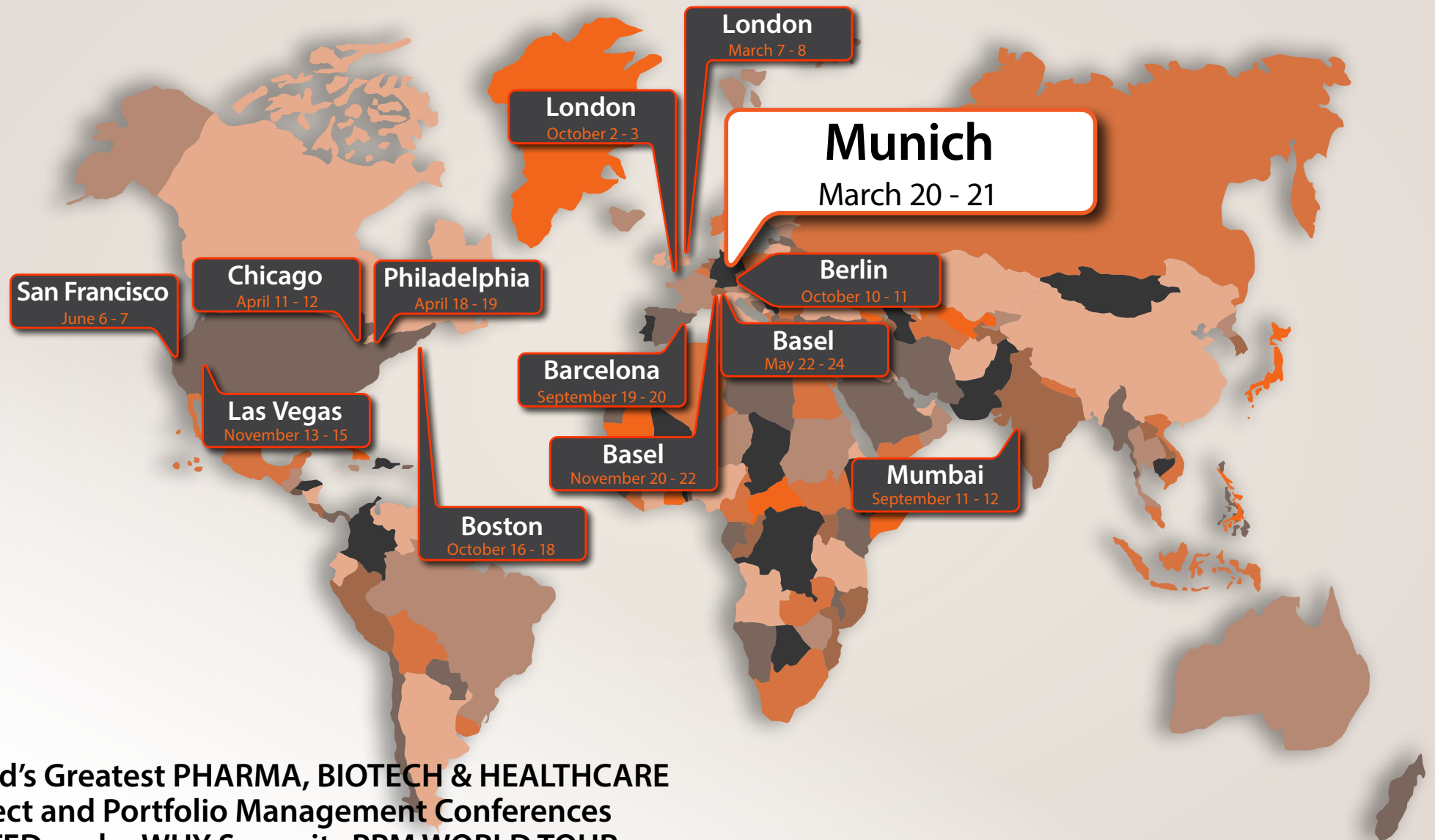


8:30am - 5:00pm Local Time

Associate  
Partner



# 2024 PPM Summits Worldwide



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

# Our conference program, our story to tell to the world

## Host



**Simona Marčková**

Event Producer  
Why Summits

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 product lifecycle – from development to launch and how to stay focused on patients?**

How to **prioritize projects**, what **methodologies to use for developing products that qualify for multiple markets?**

**Building a 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**. You will have an extraordinary chance to be a part of a workshop on **HOW TO MAKE AGILE REALLY WORK FOR YOUR PROJECTS**.

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 and matchmaking sessions to help create those critical business friendships for anything that the future might bring. Are you joining this party?

# Conference Themes



## Wednesday

March 20, 2024

REGULATORY CHALLENGES OF COMPLEX  
GENERICIS AND COMBINATION PRODUCTS

OPTIMIZING PROJECT DEVELOPMENT  
AND RESOURCE ALLOCATION

PM's ROLE IN PRODUCT DEVELOPMENT

## Thursday

March 21, 2024

BUSINESS DEVELOPMENT AND  
OUTSOURCING

STRATEGIC PARTNERSHIPS FOR  
ECONOMIC GROWTH

STAKEHOLDER MANAGEMENT SKILLS



# 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



“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



One of the things I really like about Why Summits is how intimate the conference is. You know there are a lots of other places that you can go to do talk about project management and portfolio management which I really love, you know a large global meetings like DIA, NF BIO, but there's nothing like the intimacy that Why Summits provides to us and being able to network with the small group of people. So that's one of the many reasons why I choose Why Summits

**Ailsa Mendez**

Executive Director Biotech Portfolio Lead, PPD

Thanks so much for organizing and for the super talented speakers! Fantastic event“

**Alejandro Martorell Riera**

Senior Project Manager, Kite Pharma, USA



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



This conference has really surprised us, how kind everyone was. I feel like everyone was so open to connecting. It was like we were already all a big group of friends coming together.“

**Stephen McKay Clark**

Global Solution Lead, Proggio

**Elena Aparicio Becerra**

Innovation Project Manager, Green Transition



“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,

Navigating the complex world of generics & biosimilars requires exceptional portfolio prioritization, agile capacity management, resource allocation, and business development. To help you excel in this ever-changing landscape, we're excited to present a 2-day conference packed with in-depth content, interactive discussions, and valuable networking opportunities at the annual Global Project Management, Portfolio Planning and Partnerships for Generics Conference.

Join us in Munich, where industry leaders and fellow executives will come together at the nexus of science, business, and operations to advance Generic Formulation Projects, Business Development, and Strategic Partnerships. By attending, you'll gain cutting-edge tools, insights, and organizational strategies to enhance your strategic decision-making, optimize portfolio prioritization and resource planning, and foster value and resilience in your organization.

**Here's what you can expect at the conference:**

- Engage in dynamic, interactive discussions with industry experts and peers.
- Discover innovative solutions and strategies to tackle today's strategic partnership challenges.
- Build lasting connections with fellow executives and thought leaders in the field.
- Gain access to exclusive insights, tools, and best practices to optimize your decision-making process.
- Don't miss this unique opportunity to elevate your stakeholders management skills and network with key decision-makers.

Mark your calendar and join us for this game-changing event that will redefine your approach to project, program, and portfolio management in the generics industry.

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



**Simona Marcekova**  
Event Organizer



# In the Chair



## Priti Joshi

Strategy Consultant

Priti Joshi is a seasoned Chief Strategist adept in strategy, business development, innovation, marketing, and project management. With a proven track record in enhancing performance and identifying business opportunities, she has successfully executed complex projects across various large organizations. Leveraging deep sector knowledge and technology, she drives commerce and accelerates speed to market.

Priti excels as a relationship builder and Key Opinion Leader (KOL) manager, fostering valuable connections with clients and stakeholders. Her experience as a visiting lecturer bridges business and academia, providing practical insights to both realms.

"The link between complex world of generics and business development is now firmly established and so opportunities to strengthen, enrich and grow our individual and consequently corporate PPM maturity levels are very valuable. This 2-day conference with its industry leading speakers, high-quality content, interactive discussions and networking, provides a significant opportunity to benefit from lessons networked and to help us to progress up the PPM maturity curve both as individuals and as a profession.

As the meeting chair, I would encourage you to make this conference a priority in your schedule and I look forward to meeting you in the great city of Munich in March!"

Best Regards

Priti



**"ALWAYS BE CURIOUS"**

**WWW.WHYSUMMITS.COM**

# Speakers and Panelists



**Ahmed Saeed Khalil**

Regulatory Special Projects Lead  
- Global RA  
Sandoz



**Ana Gavalda**

Founder & CEO  
Annion Consulting



**Anna Shestakova**

Portfolio Development and  
Launch Manager  
STADA



**Bahadir Cakmak**

Early Portfolio and Pipeline  
Director  
Sandoz



**Benjamin Fischer**

VP Global Alliance & Integration  
Management  
Stada



**Florian Ivan**

Managing Director  
Rolf Consulting



**Guillermo Ducay de la Riva**

Head of Legal, Senior Key  
Account Manager  
Tiefenbacher Group



**Huseyin Ocak**

Global Portfolio Maximization  
Lead  
Sanofi



**Christine Weitbrecht**

Head of Strategic Projects &  
Licensing  
former Denk Pharma



**Jo Kim**

Head of Launch Europe  
Sandoz



**Jakub Skrzypczak**

Senior BD and In-license Manager  
Polpharma



**Konstantinos Chatzivarytis**

Sr. Manager, Practice Lead - Agile  
Coach  
Pfizer



**Maria Zebrowska**

Program Manager  
Zentiva



**Priti Joshi**

Strategy Consultant

*In the Chair*



**Robert Knerr**

Head of Business Development  
and R&D  
Polpharma



**Saša Kajdič**

Development project manager  
Sandoz

# Agenda

## Day1

8:00 Registration

### REGULATORY CHALLENGES OF COMPLEX GENERICS AND COMBINATION PRODUCTS

9:00 **KEYNOTE:** HOW TO FIND, EVALUATE, AND PLAN FOR GENERIC MARKET ENTRY OPPORTUNITIES?

- Why generic first-entrants enjoy long-term market dominance? o What are the key factors influencing the generic entry decision? o How to find low-competition generic opportunities?
- What portfolio management processes and tools are you using to plan for generic market entry opportunities for different generic drug types:
  - Branded Generics (ANDAor505(b)(2))
  - Authorized Generics (NDA)
  - Traditional Generics (ANDA)

**Ana Gavaldá**, Founder & CEO, **Annion Consulting**

9:30 **PANEL DISCUSSION:** REGULATORY CHALLENGES OF COMPLEX GENERICS 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?

**Guillermo Ducay de la Riva**, Head of Legal, Senior Key Account Manager, **Tiefenbacher Group**

**Saša Kajdič**, Development project manager, **Sandoz**

**Ahmed Saeed Khalil**, Regulatory Special Projects Lead - Global RA, **Sandoz**



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!

10:00

### **KEYNOTE:** REGULATORY LANDSCAPE OF PHARMACEUTICAL ACQUISITIONS: NAVIGATING THE DYNAMICS OF DIVESTMENT AND ACQUISITION IN BIG PHARMA

In the dynamic world of generic drug development and manufacturing, strategic acquisitions play a pivotal role in shaping industry landscapes. Big Pharma's divestment strategies often involve selling off non-core assets to focus on areas of higher growth potential. This keynote will explore the regulatory considerations that arise from pharmaceutical acquisitions and delve into the intricacies of regulatory compliance, intellectual property transfer, and post-merger integration challenges. It will answer the question why it is important to have a strong and accurate regulatory strategy to ensure the business continuity and deal objective.

**Ahmed Saeed Khalil**, Regulatory Special Projects Lead - Global RA, **Sandoz**

10:30

### NETWORKING BREAK

### OPTIMIZING PROJECT DEVELOPMENT AND RESOURCE ALLOCATION

11:00

### **CASE STUDY:** INNOVATIVE APPROACHES TO PLANNING AND MANAGING DEVELOPMENT PROJECTS IN GENERIC INDUSTRY

- Customer-Centric Planning: Prioritize the customer perspective for cohesive project plans aligned with cross-functional teams, regulatory requirements, and market/patients demands.
- Integrated Methodologies Demystified: Explore merging predictive and agile approaches for seamless drug development, optimizing timelines amid development challenges and regulatory and market changes.
- Risk-based approach to development: Real-time risk management, collaboration, and enhanced project tracking, ensuring proactive responses to challenges.

**Saša Kajdič**, Development project manager, **Sandoz**

# Day1

- 11:30 **PANEL DISCUSSION: MAXIMIZING PORTFOLIO VALUE THROUGH PRIORITIZATION**
- Techniques for evaluating project potential, market demand, and competitive landscape to prioritize projects that maximize portfolio value.
  - Leveraging data-driven insights and market intelligence to make informed decisions.

**Maria Zebrowska**, Program Manager, **Zentiva**

**Huseyin Ocak**, Global Portfolio Maximization Lead, **Sanofi**

**Ana Gavaldá**, Founder & CEO, **Annion Consulting**

**Priti Joshi**, Strategy Consultant

**Anna Shestakova**, Portfolio Development and Launch Manager, **STADA**

12:00 LUNCH BREAK

## PM's ROLE IN PRODUCT DEVELOPMENT

- 13:00 **PANEL DISCUSSION: DEVELOPING PRODUCTS THAT QUALIFY FOR MULTIPLE MARKETS**
- This panel will focus on following questions:

- How can we develop products that qualify for different markets?
- How to tackle regulatory challenges of developing products that would qualify for multiple markets?
- How to create Strategic Alliances to develop products that qualify for multiple markets
- What B2B strategies to Break Commercializing and Marketing Barriers you have experience with?
- In/out-licensing tips to create a robust portfolio suitable for different markets

**Maria Zebrowska**, Program Manager, **Zentiva**

**Jo Kim**, Head of Launch Europe, **Sandoz**

**Guillermo Ducay de la Riva**, Head of Legal, **Senior Key Account Manager, Tiefenbacher Group**

- 13:30 **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, pharmacovigilance, and market share optimization

**Jo Kim**, Head of Launch Europe, **Sandoz**

- 14:00 **WORKSHOP: AGILE LEGO PLANE (60 MINUTES)**

The Agile Lego Plane is a simulation in which participants learn the value of iterative and incremental delivery, as well as the need to not only deliver but validate whether they've built the right thing. In addition, this game helps the team understand the concept of DoR/DoD/ACs and how everything comes into the team. Participants divide into small teams (4-7 people) and work as a cross functional team to plan, deliver, learn and reflect on their work in a series of rounds

**Konstantinos Chatzivarytis**, Sr. Manager, Practice Lead - Agile Coach, **Pfizer**

- 15:00 NETWORKING BREAK

- 15:30 **AFTERNOON ASK'N'LEARN ROUNDTABLE DISCUSSIONS**

2 SETS OF ROUNDTABLE DISCUSSIONS (each delegate can choose to attend 2 discussions; see the topics on next page)

- 17:00 THAT'S A WRAP!



# Day1

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

**1) GENERIC COMPETITION IN EUROPE: STRATEGIES FOR ECONOMIC SUSTAINABILITY**

**Priti Joshi**, *Strategy Consultant*

**2) PM'S ROLE IN PRODUCT DEVELOPMENT**

**Maria Zebrowska**, *Program Manager, Zentiva*

**3) REGULATORY CHALLENGES WITH FOCUS ON EMERGING MARKETS**

**Ahmed Saeed Khalil**, *Regulatory Special Projects Lead - Global RA, Sandoz*

**4) EMERGING MARKETS – WHERE ARE THE OPPORTUNITIES**

**Ana Gavaldá**, *Founder & CEO, Annion Consulting*

# Day2

## BUSINESS DEVELOPMENT AND LICENSING

### 8:30 **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**, Head of Legal, Senior Key Account Manager, **Tiefenbacher Group**

### 9:00 **CASE STUDY:** LICENSING 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

**Christine Weitbrecht**, Head of Strategic Projects & Licensing, **former Denk Pharma**

### 9:30 **PANEL DISCUSSION:** HOW TO UTILIZE BD FOR SUCCESSFUL PARTNERSHIPS – TIPS & TRICKS

Gain valuable insights from a real-world examples 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.

**Jo Kim**, Head of Launch Europe, **Sandoz**

**Christine Weitbrecht**, Head of Strategic Projects & Licensing, **former Denk Pharma**

**Guillermo Ducay de la Riva**, Head of Legal, Senior Key Account Manager, **Tiefenbacher Group**

**Jakub Skrzypczak**, Senior BD and In-license Manager, **Polpharma**

**Anna Shestakova**, Portfolio Development and Launch Manager, **STADA**

**Robert Knerr**, Head of Business Development and R&D, **Polpharma**

### 10:00 NETWORKING BREAK

## STRATEGIC PARTNERSHIPS FOR ECONOMIC GROWTH

### 10:30 **CASE STUDY:** GROWING WITH A PARTNER

- Why we should have partners?
- When it makes sense?
- Who is the best partner?
- What are the types of partnerships?
- How to start and execute a partnership?

**Huseyin Ocak**, Global Portfolio Maximization Lead, **Sanofi**

### 11:00 **PANEL DISCUSSION:** GENERIC COMPETITION IN EUROPE: STRATEGIES FOR ECONOMIC SUSTAINABILITY

Amidst the dynamic pharmaceutical landscape in Europe, the role of generic drugs in ensuring economic sustainability and accessible healthcare cannot be overstated.

Key Discussion Points:

- Role of generic drugs in maintaining economic sustainability
- Pricing mechanisms for generics & biosimilars in EU
- Growing significance of biosimilars and specialty generics
- Novel drug formulations and drug delivery systems

**Jo Kim**, Head of Launch Europe, **Sandoz**

**Jakub Skrzypczak**, Senior BD and In-license Manager, **Polpharma**

**Robert Knerr**, Head of Business Development and R&D, **Polpharma**

**Bahadir Cakmak**, Global Portfolio Pipeline Manager, **Sandoz**

### 11:30 **KEYNOTE:** EVALUATING THE PROJECTS FROM THE IDEA PHASE BY USING THE KNOWLEDGE RESOURCES (GENERIC PORTFOLIO MINDSET)

In this keynote, we will hear the following:

#### **EVALUATING/PREDICTION/UNDERSTANDING OF THE INNOVATOR;**

- Product value
- Medical potential
- Product profile
- Ongoing studies
- IP Intelligence

#### **DEFINING THE DETAILS OF THE GENERIC DEVELOPMENT;**

- Competition level
- Markets
- Generic pricing
- Decision

**Bahadir Cakmak**, Global Portfolio Pipeline Manager, **Sandoz**

### 12:00 LUNCH BREAK

# Day2

## STAKEHOLDER MANAGEMENT SKILLS

- 13:00 KEYNOTE:** TRANSFORMING PARTNERSHIPS INTO POWERHOUSES: UNVEILING THE SYNERGY OF STRATEGIC ALLIANCES  
Harness the transformative power of strategic alliances to drive innovation, enhance capabilities, and streamline operations. Discover how to forge and manage top-notch alliance networks, leveraging the strengths of multiple partners to mitigate weaknesses and achieve unprecedented success. Explore effective partner selection strategies, negotiation tactics, and the art of cultivating sustainable partnerships. Elevate your alliance-building expertise and gain valuable insights from Benjamin Fischer, transforming partnerships into powerhouses of growth and innovation.  
**Benjamin Fischer**, VP Global Alliance & Integration Management, **Stada**
- 13:30 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.  
**Benjamin Fischer**, VP Global Alliance & Integration Management, **Stada**  
**Konstantinos Chatzivarytis**, Sr. Manager, **Practice Lead - Agile Coach**, **Pfizer**  
**Priti Joshi**, Strategy Consultant  
**Jakub Skrzypczak**, Senior BD and In-license Manager, **Polpharma**  
**Robert Knerr**, Head of Business Development and R&D, **Polpharma**
- 14:00 WORKSHOP:** EMOTIONAL INTELLIGENCE FOR PROJECT & PORTFOLIO MANAGERS (60 MINUTES)  
In the professional realm, emotional intelligence is a key driver of effective leadership and interpersonal relationships. Leaders who are attuned to the emotions of their team members can create a culture of trust, collaboration, and innovation. This session will provide practical insights and strategies to enhance your leadership capabilities, whether you are leading a team or seeking to excel in your individual endeavors.  
**Florian Ivan**, Managing Director, **Rolf Consulting**
- 15:00 NETWORKING BREAK**
- 16:30 AFTERNOON ASK'N'LEARN ROUNDTABLE DISCUSSIONS**  
2 SETS OF ROUNDTABLE DISCUSSIONS (each delegate can choose to attend 2 discussions; see the topics on next page)
- 17:30 THAT'S A WRAP!**

# Day2

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

**1) AGILE DEVELOPMENT IN GENERIC PROJECTS**

**Konstantinos Chatzivarytis**, Sr. Manager, Practice Lead - Agile Coach, **Pfizer**

**2) CAN TECH TRANSFER BE ARRANGED LIKE ANY OTHER PROJECT?**

**Anna Shestakova**, Portfolio Development and Launch Manager, **STADA**

**3) BEHAVIOR OF INTERNAL STAKEHOLDERS IN PROJECT & PORTFOLIO MANAGEMENT AND ITS IMPACT ON SUCCESS**

**Maria Zebrowska**, Program Manager, **Zentiva**

**Christine Weitbrecht**, Head of Strategic Projects & Licensing, **former Denk Pharma**

**4) BUSINESS DEVELOPMENT SKILLS**

**Jakub Skrzypczak**, Senior BD and In-license Manager, **Polpharma**

**Robert Knerr**, Head of Business Development and R&D, **Polpharma**

**Ahmed Saeed Khalil**, Regulatory Special Projects Lead - Global RA, **Sandoz**

**5) KEY ACCOUNT MANAGEMENT FOR PHARMA**

**Priti Joshi**, Strategy Consultant



# 2024 PPM Summits Worldwide

- 
- 1** March 7 - 8, London, United Kingdom  
**25<sup>th</sup> European Pharma and Biotech Project, Program and Portfolio Management Conference**
  - 2** March 20 - 21, Munich, Germany  
**2<sup>nd</sup> 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  
**21<sup>st</sup> 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  
**22<sup>nd</sup> American Pharma and Biotech Project, Program and Portfolio Management Conference**
  - 7** September 11 - 12 Mumbai, India  
**2<sup>nd</sup> Strategic Project, Program and Portfolio Management Conference for Pharmaceuticals**
  - 8** September 19 - 20 Barcelona, Spain  
**3<sup>rd</sup> Global Project Management, Portfolio Planning and Partnerships for Generics**
  - 9** October 2 - 3, London, United Kingdom  
**26<sup>th</sup> European Pharma and Biotech Project, Program and Portfolio Management Conference**
  - 10** October 10 - 11, Berlin, Germany  
**2<sup>nd</sup> European Medical Device Project & Portfolio Management Conference**
  - 11** October 16 - 18 Boston, MA, United States  
**23<sup>rd</sup> American Pharma And Biotech Project, Program And Portfolio Management Conference**
  - 12** November 20 - 22, Basel, Switzerland  
**27<sup>th</sup> European Pharma And Biotech Project, Program And Portfolio Management Conference**
  - 13** 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 2023 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

2023 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



**SPEAKING:**

**Simona Marčeková**

[simona.marcekova@whysummits.com](mailto:simona.marcekova@whysummits.com)



**ATTENDING AND SPONSORING:**

**Srihari Kamban**

[shk@whysummits.com](mailto:shk@whysummits.com)

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