WELCOME
to the
ISPE
Carolina South Atlantic Chapter
Industry Advisory Council
Meeting
June 2011
Owner and Supplier Firms Attending Today:
1. Eisai
2. Omni Professional
3. NC Biotech Center
4. Talecris
5. Glaxo Smith-Kline
6. Veriteq
7. Novartis
8. Yonkers
1. Introductions And Welcoming
2. ISPE CASA Board Update
3. Washington Conference
4. Programs Committee Update
5. Calendar of Events – Durham Bulls – August 26th
Perceived Pharma Industry Drivers

1. Unstable and Contracting Economy
2. Regulatory Complexity/Harmonization
3. Continued Growth in Biotech, Emerging Biosimilars
4. Workforce – Development/Company Support
5. Product Pipeline
6. Pricing Pressures
7. Emerging Global Markets
8. Outsourcing
9. Industry Structure – Consolidation and Merger
10. Technology and Innovation
<table>
<thead>
<tr>
<th>CASA Chapter Challenge</th>
<th>Current Response</th>
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<td>Volunteers increasingly time pressed</td>
<td>Recruiting more volunteers from talent pool, more social events to attract new members</td>
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<td>Mix of Owner/Operator and Academia in volunteer ranks steady but decreasing</td>
<td>Identifying early on and presenting opportunities to engage with Chapter</td>
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<td>End-user/Academia leaders are needed in Chapter</td>
<td>Targeting with technical events</td>
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<td>“Aging” of ISPE Volunteer population</td>
<td>Young Professionals, Strong Student Chapters</td>
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What have we done lately?

• Success with reaching out to YP’s and engaging them with ISPE events and culture

• Reached out to K-12 with speaking events at schools

• Cost of membership is reduced for both YP’s and Students and Program/Education fees waived for unemployed

• Programs with “soft topics” including Durham Bulls, Golf, and Therapeutic Thursdays
What could we do better?

• Bring YP to an IAC Meeting for presentation or at minimum participation

• Continue to stay engaged with school opportunities

• Where do you see your staff participating – what interests you?
PROGRAM DIRECTION IDEAS

• Programs directed at YP’s

• Reaching out to other societies for joint ventures?

• Technology based learning
Ideas on how we can improve our...

• Communication – newsletter, emails, frequency?
• Programs – locations, topics, attendance?
• Membership – Recruitment and retention
Priorities for 2012:

• Increase Membership and Retention

• Diversify Membership into all relevant sectors
  • Pharma, Small Molecule, Med Device, CMF’s

• Local Site Tours – need volunteers

• IAC Speakers for Programs/Student Events
Questions:
1. What is your biggest concern regarding the future of our industry? Where should ISPE IAC future focus be?
2. What can we do to make ISPE IAC more attractive to our constituency?
3. What can we do to increase participation by Owner Companies and Academia?
4. If you could change one thing about ISPE IAC, what would it be?
5. If there was one thing you would NOT change, what would it be?