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Biotech Vendor Services, Inc. **OUR**
 Bridging the Information Gap

6th
YEAR

Our 9th Biotech Day Event Cambridge Drug Development Day Event



Wednesday, October 14th
 4:00pm - 8:00pm
 Hyatt Regency Cambridge
 President's Ball Room
 575 Memorial Drive
 Cambridge, MA 02139



RECEPTION SPONSOR

Admission is FREE for Life Science Companies and Research Institutions.

A wine reception will be held after our talks.



a community fundraiser benefiting
 Children's Hospital Boston

We encourage you to bring a toy or book to support
 the efforts of the Child Life Specialists at Children's
 Hospital Boston.



Donations will be collected for the
 American Cancer Society.

Toy/Book Donation Guidelines: <http://www.childrenshospital.org/patientsfamilies/Site1393/mainpage51393P4sublevel48Flevel50.html>

For more information, please contact Pamela Oliva at (858) 573-9331, pamela.oliva@bvswb.com.

Attendee walk-ins are also welcome.

Agenda

4:00pm - 4:50pm	Networking, Light Refreshments and Exhibit Hall
4:50pm - 5:10pm	Opening Remarks: Pamela Gardner, President and CEO, Biotech Vendor Services, Inc., Imran Nasrullah, Chief Business Officer, MassBio, and Jay Anand, Vice President of Sales & Marketing, Med-Tech Gases, Inc.
5:15pm - 5:45pm	"Financing Life Science Companies: Negotiating Licensing Transactions in a Challenging Environment" , Jay Mohr, Managing Director, Locust Walk Partners
5:45pm - 5:55pm	"Cryopreservation: Design Strategy, Risk Mitigation, Efficiencies and Security" , Jim Gordon, Global Vice President for Cryopreservation, Taylor Wharton
6:00pm - 7:00pm	Panel Discussion with the following topics/speakers: Moderator, Jeff Antos, Esq., Vice President, The Weinberg Group, Inc. "Novartis' Strategy to Deliver Innovative Medicines to Patients with Biotech Like Intensity, Focus and Flexibility" , Stephan Haemmerli, PhD, Novartis Biologics, Global Head, Portfolio and Project Management Biologics. "Strategies for Successful Drug Development within a Virtual Company" , Matthias Jaffe Chief Financial Officer and Vice President of Business Development, Zafgen, Inc. "Why Working with a Consortium of CROs can be Beneficial and Cost Effective" , Balaji Bhyravhatla, Ph.D., Partner, Apelles Partners and CEO & COO, XTAL Biostructures. "Alliance Management: The Secrets to Success" , Mary Lou (ML) Bell, Director, Project Management, Wyeth Pharmaceuticals.
7:00pm - 8:00pm	Networking, Exhibit Hall, and Wine & Food Reception



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