Foresight, not Hindsight:
Best preparation for a worst-case scenario

Thursday 3rd October 2024

CPH Scandic Strandpark
401 Amager Strandvej, 2990
Copenhagen

PCMG
Pharmaceutical
Contract Management Group

Kindly sponsored by:

Allucent
Helping bring new therapies to light

AGENDA

09:00: Workshop Registration
Arrival Tea & Coffee will be served

09:30: Introductions
Désirée Hammerstad, *Nykode Therapeutics*
Pia Sauer Larsen, *Novo Nordisk*

09:40: A recap from the previous PCMG Acquisition & Merger Workshop

10:00: Allucent's Perspective on a Successful Integration
Lindy Bosch, *Allucent*
Raymond Hoffmans, *Allucent*
Sandra Olthof, *Allucent*

11:00: Refreshment Break

11:30: Panel Discussion; Biotech, Outsourcing, CRO perspective.
Facilitator: Richard Scaife, PCMG
Jacqui Gatehouse, *Gatehouse Thirteen*
Pia Sauer Larsen, *Novo Nordisk*
Sandra Olthof, *Allucent*
Morten Pedersen, *H.Lundbeck A/S*

12:15: Lunch

13:30: Legal Counsel and Contract Experience; how are we covered legally during mergers?
Gitte Lykke Knudsen, *LIENCE LAW*

14:00: Workshop Activity

15:30: Refreshment Break

15:45: Registration opens for Big Tent Attendees

16:00: Big Tent Keynote Session: How is the Biotech business environment doing in the Medicon Valley area?
Michael Engsig, *Nykode Therapeutics*

17:00: Drinks Reception

SPEAKERS

Lindy Bosch

Senior Director, Business Development, Allucent

Lindy is an ambitious and passionate Business Development expert with over 10 years of professional experience within the CRO industry (both clinical and regulatory). In her current position as Senior Director, Business Development at Allucent, she is responsible for sales, acquisition, and account management for biopharma companies in The Netherlands and the Nordics. She has a proven track record in achieving and exceeding sales targets and is exceptionally skilled in networking, acquiring new clients, as well as building and fostering strong relationships. Lindy is trained as a scientist, she holds a master's degree in biomedical sciences from the University of Groningen.

Michael Engsig

CEO, Nykode Theraupetics

Michael joined Nykode Therapeutics in 2017. He is a broadly anchored pharmaceutical professional with extensive experience, from early-stage drug discovery to late-stage development and product launches in biotech and pharma and across all major geographical areas. His career history includes specialist and managerial roles at Takeda and Nycomed. Michael holds a civil engineering (MSc) degree in chemistry specializing in biotechnology from the Technical University of Denmark, and a Graduate Diploma in Business Administration (HD) in organization and leadership from the Copenhagen Business School (CBS).

Jacqui Gatehouse

Founder, Gatehouse Thirteen

Jacqui is an inspirational, energetic, and creative executive leader / storyteller / trainer / coach, with almost 30 yrs global experience in clinical research / drug development and in building successful, enduring relationships between companies.

She has broad industry knowledge from both the customer and vendor perspectives having held both sales and operational roles in large pharma, biotech, CRO, specialized vendors and at a clinical research site. Most recently she was SVP BD reporting to the CCO at ICON Clinical Research.

Jacqui now works as an advisor and consultant to a mix of CRO/pharma/biotech clients. She has a PhD in Radiological Sciences (King's College, London) and is certified NLP Trainer with additional training in a variety of conventional sales methodologies, business storytelling, personal resilience, the impact of language, and presentation skills.

Désirée Hammerstad

Director, Outsourcing Management, Nykode Therapeutics

Désirée has been a PCMG member since 2012, with over 25 years working in pharma/biotech. Her experience includes outsourcing, vendor management, lead negotiator, clinical development, clinical operations, budget forecasting and follow-up.

Raymond Hoffmans

Vice President, Corporate Services, Allucent

Raymond Hoffmans has more than 14 years' professional experience in clinical research. In his current position as VP, Corporate Services at Allucent, he is responsible for implementing the strategic objectives of corporate services. He holds Managing Director and Prokurist positions in several Allucent legal entities in Europe.

Prior to this role, Raymond Hoffmans served as head of integration management office and successfully lead four integrations of the various companies that are now combined into Allucent. Prior to that, he served as chief business development officer at SMS-oncology and was instrumental in the continuous success and growth of SMS-oncology from 2014 to 2019. Raymond Hoffmans started at SMS-oncology as a consultant of oncology drug development in January 2010 and led the consultancy group from October 2012 to February 2015 as director of consultancy.

Pia Sauer Larsen

Senior Outsourcing Manager, Novo Nordisk

Gitte Lykke Knudsen

LIENCE LAW

Gitte Lykke Knudsen, a member of the Danish bar since 2003, holds a law degree from the University of Copenhagen, complemented by legal education at the University of Saarlandes in Germany. Further, she obtained a Master of Law (LL.M.) with a specialization in intellectual property rights at New York University School of Law. Taking a new turn in her career, Gitte Lykke Knudsen transitioned into the life science industry, where she served as Head of Legal at the publicly listed Danish biotech company Genmab A/S, for an extensive period leading legal teams in four different countries. During her tenure, the company transformed from a research and development company to a fully integrated biotech company, and she played a pivotal role in ensuring timely and competent legal support of the company's activities.

Sandra Olthof

Senior Director Portfolio Management, Allucent

Sandra has more than 15 years' professional experience in clinical oncology study conduct. In her current position as Senior Director Portfolio Management at Allucent, she oversees operational project teams, asset portfolios, customer satisfaction and continuous improvement of processes within the Clinical Trial Operations department. This position controls and monitors the quality and full-service delivery of clinical trial project management activities.

Morten Pedersen

VP of Clinical Operations, H. Lundbeck A/S