

Meeting Minutes from the Project Management network meeting 3rd of February 2006 from 15-17:

Speakers:

- Jan Matsson, AstraZeneca
- Bengt Westrin, Camarus

First sales vs. delivery were first debated on a company level with relation to outsourcing and building of different types of partnerships. Focus was especially on how big pharma evaluates their CROs and what it takes to become a more preferred partner.

After that we heard about the sales vs. delivery on a more trial level.

- Lack of resources and time were some main drivers for outsourcing of big pharma activities as pharma companies in reality have the perception that they "know best" and therefore are reluctant to outsource.
- Projects with a high internal priority in the pharma company will tend to get new funds allocated fairly easy.
- Big pharma is expecting some sort of adapting to their way of thinking for more preferred partners. Big pharma do in some situation make partners use their systems
- Pharma companies do make in depth analysis of the CROs financial and technical capabilities
- As a rule of thumb you should not have a partner accounting for more than 50% of your turnover

Information about next meeting

Next meeting is scheduled on the **4th of April from 15-17**

The meeting after that is set for may **24th of May from 15-17.**

Next meeting we have an external guest speaker, Arne Vestergaard. Arne teaches in project management and has specialised in organizational psychology. You can read more about our guest speaker on www.arne-vestergaard.dk We also plan for sandwiches and beer for the networking, so please take that into account.

In May the topic "Sales vs. delivery" continues with a presentation from -Elisabet Ottoson, Novozymes Biopharma and probably additional speakers(to be determined).

Information to the members

If anyone has recommendation about Project Management courses please email Stina Gestrelus and remember to add a short description of the scope of the Course and what you have found particularly useful.

LIF DK Kurs om projektledning i läkemedelsindustrin 5 maj

<http://www.lif-uddannelse.dk/Public/Program/Download.asp?ProgramID=571>

Rethinking Informed Consent: The limits of autonomy

<http://www.bioethics.uu.se/symposium/2006/> 12-13 June 2006, Seglarhotellet, Sandhamn, Stockholm archipelago VIII Annual Symposium on Biomedicine, Ethics and Society