

THE 2017 AMERICAN PHARMA OUTSOURCING SUMMIT

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**Mark Fromhold, Ph.D., Director, Biologics
Outsourcing, Gilead Sciences**

**Chair/Emcee, American Pharma Outsourcing
Summit 2017**

"It's been an absolute pleasure moderating the [American Pharma Outsourcing Summit](#). There's been a tremendous amount of discussion on topics ranging from QA, legal, tech transfer, to building internal and external partnerships to supply chain security. From this broad range of topics, common themes that stick out from the two days of presentations include the need to collaborate, communicate and have a common passion for what we're trying to do, which is treating patients and helping improve people's lives.

At Gilead Sciences, "We are inspired by the opportunity to meet unmet medical needs of patients living with life-threatening diseases around the world, and I believe that everyone at this event shares this same passion and appreciates that increased collaboration will be required for us to continue to being successful moving forward."

In industry, we are seeing new paradigms evolving with the continuing consolidation of contract development and manufacturing organizations. We're also seeing new manufacturing paradigms, such as disposables for biologics, continuous processing, as well as niche and personalized medicines moving forward. The continuing evolution of the outsourcing market and development of more personalized therapeutic strategies will require us as an industry to find ways to collaborate more seamlessly to effectively address manufacturing challenges and cost-of-goods associated with these new opportunities. These are just a few examples of the many areas that need to be discussed to carve a new path forward.

Thank you for attending the American Pharma Outsourcing Summit and all the contributions that you have made to this. Generis Group would like engaged professionals like yourself to be part of the event Advisory Board help shape the event moving forward. Details can be found [here](#).

Again, thank you to all this year's attendees, sponsors and speakers, who helped make this year special. I'm really hoping to see all of you back next year."



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Check out the quotes below to find out what some of our other attendees had to say about their experience:

"My overall experience with this conference has been very positive. It's useful for both beginners and people who have been in this industry a long time. It is easy to be thinking in your own domain, but once you come out here you learn a number of things that you can take home and apply. The comprehensive nature of the issues covered throughout this conference have been the one thing that I'm most impressed with - it's a great meeting"

- Maninder Hora Ph.D., SVP, Pharmaceutical Development and Manufacturing Operations, Nektar Therapeutics

"One of the things I love is being in a room with people who are solving similar problems to you and face similar challenges, and being able to share experiences and relate to one another, learn from one another and get better and doing this as a whole. One unique thing I found at this meeting that is different from other conferences is you have a diverse set of companies with different products - small molecules, large molecules, novel modalities, devices - and coming together for a common cause."

- Greg Troiano, VP, Nanomedicine Development and Manufacturing, Pfizer

"It's a great group of people from a lot of different companies. I'd like to applaud the organizers for thinking a bit bigger than most. The event has an external manufacturing focus, but there are other professionals from disciplines outside with related topics, which shows that the American Pharma Outsourcing Summit is thinking about outsourcing in a much bigger way."

- Victoria Yeager, Head, Global Pharma Procurement Contracts and Compliance, Genentech