



"Building the Foundation for Future of Supply Chain of Biopharma:  
The Business Imperative for Cost-Effective Quality Patient Care"

# BIOTECH SUPPLY CHAIN ACADEMY



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NOVEMBER 7-8, 2011 • CROWNE PLAZA • SOUTH SAN FRANCISCO, CALIFORNIA

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## Necessary Skills for Success in Clinical Supply Management

Mike Dallmann, *Associate Director, Clinical Supplies, Cerexa*

Phil Chou, *Associate Director, Elan*

Daniel Ramos, *Director Clinical Supplies, Exelixis*





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## Defining Success

- Every person must define success in their own terms:
  - Promotion
  - Recognition
  - Continued Employment
- Satisfaction at work
- Expanding or changing role
- Home/Life balance





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## Common Traits in Successful Clinical Supply Managers

- Calm demeanor
- Anticipates and resolves problems before they occur
- Often more tactical than strategic
- Likes new challenges
- Creativity while being methodical
- Attention to relevant details





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## Getting Noticed

- Balanced communication
  - CTM are often scientists that tend to over communicate
- Often about reducing issues rather than improving systems and reducing costs
- Communicate risk rather than issues





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## Metrics in Clinical Supplies

- Make sure that your metrics are items of value to your organization
- Measures often require explanation and may lose value as a result
- Many common and uncommon measures available





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## Career Path

- No established career path
- Often requires some creativity

