

Strategic pharmaceutical partnerships improve cost efficiencies and accelerate speed-to-market

Hear more about the advantages of strategic partnerships and how you can benefit from them at SMI's inaugural European BioNetworks Summit

LONDON, ENGLAND, UNITED KINGDOM, March 27, 2014 /EINPresswire.com/ -- "For the past five years, a wave of strategic [partnerships](#) between large bio/pharma companies and clinical research organizations (CROs) has been implemented to drive more flexibility, reduce costs and extend expertise. These partnerships have been shown to improve efficiencies, decrease internal oversight, accelerate cycle times, provide access to global patient populations, and limit overhead. In fully established strategic partnerships, speed-to-market can be accelerated by months and cost efficiencies can reach 25% to 30% relative to traditional transactional outsourcing." - CRO Strategic Partnerships Benefits for small- and mid-sized biopharma, By Josh Schultz, PAREXEL, Published March 6, 2013, Contract Pharma.



Based on this, SMI's inaugural European BioNetworks Summit will highlight the benefits of strategic partnerships.

Jorgen Drejer, Chief Executive Officer, Aniona will discuss:

- New deal structures for innovation in [drug discovery](#)
- Maximising innovation and productivity in partnerships
- Expected trends for drug discovery business models:
- Venture capitalist, government funding, pharma partnering, spin out, joint ventures

In addition our interactive panel discussion "The 4 musketeers...'one for all and all for one' — how can pharma, [biotech](#), academia and venture capitalists live by this motto!" will focus on:

- Reviewing the various collaboration opportunities to increase R&D and innovation
- Seeking out partners with complementary strengths to lead innovation
- Creating a flexible, independent and lean structure amongst partners that allows for rapid decision making

- Maximizing the potential gains from successful R&D and business development relationships
- Understanding how to mitigate the risks of partnering to: maximize ROI and boost creativity

Panel discussion lead by:

Lubor Gaal, Head of Europe, Business Development, Bristol-myers Squibb

Timothy Herpin, Head of Transactions (UK), Business Development, AstraZeneca

Jorgen Drejer, Chief Executive Officer, Aniona

Robert Williams, Chief Development Scientist, Drug Development Office, Cancer Research UK

Joseph Sweeney, Professor of Catalysis and Chemical Biology, Department of Chemical Sciences ,
University of Huddersfield

Sofia Ioannidou, Investment Director, Edmond de Rothschild Investment Partners

For more information on this conference visit <http://www.smi-online.co.uk/bio-networks36.asp>
or contact Sajid Goraya on +44 20 7827 6148 or email sgoraya@smi-online.co.uk

For those interested in attending there is a £300 discount until the 31st March.

About SMi Group

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