



September **18** **September 18-19, 2003, Westin Princeton — Princeton, N.J.**  
**2nd Annual Edetailing**

The Center for Business Intelligence's eDetailing conference will provide an interactive forum to discuss how this innovative tool allows companies to access more physicians and ultimately increase sales.

For more information, contact the Center for Business Intelligence at 800-817-8601, e-mail [cbireg@cbinet.com](mailto:cbireg@cbinet.com), or visit [cbinet.com](http://cbinet.com).

September **18** **September 18-19, 2003 — Philadelphia**  
**Implementing Effective Business Strategies for Specialty Pharma Companies**

This conference brings together marketing and business development leaders in specialty pharmaceutical, drug delivery, and generics companies to share their experiences and discuss strategies for continued growth and success.

For more information, contact the Center for Business Intelligence at 800-817-8601, e-mail [cbireg@cbinet.com](mailto:cbireg@cbinet.com), or visit [cbinet.com](http://cbinet.com).

September **18** **September 18-19, 2003, The Wyndham Tremont Hotel — Boston**  
**Systems Biology**

This conference will have an emphasis on cross-disciplinary science. The conference will focus on the many ways in which the study of whole cell pathways and systems can cost effectively expedite target validation, drug discovery, and predictive medicine.

For more information, contact Aloycia Bellillie, Institute for International Research, at 800-345-8016, ext. 3702, e-mail [abellillie@iirusa.com](mailto:abellillie@iirusa.com), or visit [iirusa.com/systemsbiology](http://iirusa.com/systemsbiology).

September **18** **September 18-19, 2003, Westin Princeton at Forrestal Village — Princeton, N.J.**  
**3rd Annual Pharma and Biotech Business Intelligence Summit**

Strategic Research Institute's event will provide case studies and best practices on developing cost-effective and reliable intelligence, including leveraging intelligence for commercial purposes, international variances on pharma and biotech business intelligence, the DTC market and the business intelligence challenge, portfolio assessment, and marketing and advertising analysis as a business intelligence tool.

For more information, contact Mark Alexay, Strategic Research Institute, at 212-967-0095, ext. 251, e-mail [malexay@srinstitute.com](mailto:malexay@srinstitute.com), or visit [srinstitute.com](http://srinstitute.com).

September **21** **September 21-24, 2003, Fairmont Scottsdale Princess — Scottsdale, Ariz.**  
**The Annual Outsourcing Clinical Drug Development Summit**

This Strategic Research Institute conference is a senior-level executive business development meeting of the pharmaceutical, CRO, and service provider industries.

For more information, contact Mark Alexay, Strategic Research Institute, at 212-967-0095, ext. 251, e-mail [malexay@srinstitute.com](mailto:malexay@srinstitute.com), or visit [srinstitute.com](http://srinstitute.com).

September **21** **September 21-25, 2003, Oregon Convention Center — Portland, Ore.**  
**SBS 9th Annual Conference and Exhibition — Drug Discovery: At The Cutting Edge**

The Society for Biomolecular Screening's annual meeting includes sessions on new technologies, genomics, proteomics, ADMET, medicinal chemistry, and computer models.

For more information, contact The Society for Biomolecular Screening at 203-743-1336, e-mail [email@sbsonline.org](mailto:email@sbsonline.org), or visit [sbsonline.org](http://sbsonline.org).

September **22** **September 22-23, 2003, Crowne Plaza Philadelphia — Philadelphia**  
**4th Annual Phase IV Clinical Trials**

The Center for Business Intelligence's conference will provide insight from the regulatory, clinical, marketing, adverse events, and post marketing perspectives.

For more information, contact the Center for Business Intelligence at 800-817-8601, e-mail [cbireg@cbinet.com](mailto:cbireg@cbinet.com), or visit [cbinet.com](http://cbinet.com).

September **22** **September 22-23, 2003, Wyndham Philadelphia at Franklin Plaza — Philadelphia**  
**Protein and Peptide Drug Delivery**

IBC Life Sciences' conference will provide data to help attendees increase performance of protein or peptide, find financing, and identify new approaches to targeting.

For more information, contact IBC USA Conferences at 508-616-5550, e-mail [custserv@ibcusa.com](mailto:custserv@ibcusa.com), or visit [lifesciencesinfo.com/proteinpeptide](http://lifesciencesinfo.com/proteinpeptide).

September **22** **September 22-24, 2003, Wyndham Philadelphia Hotel — Philadelphia**  
**Formulation Strategies for Biopharmaceuticals**

IBC Life Sciences' conference attendees will learn about protein stability, therapeutic specific formulations, practical issues involving analytical methods, and process scale-up as well as the potential for using protein engineering to improve stability profiles.

For more information, contact IBC USA Conferences at 508-616-5550, e-mail [custserv@ibcusa.com](mailto:custserv@ibcusa.com), or visit [lifesciencesinfo.com/formulations](http://lifesciencesinfo.com/formulations).

September **22** **September 22-23, 2003, Radisson Old Town — Alexandria, Va.**  
**Developing and Improving Expanded Access Programs**

The mission of this conference is to overcome regulatory and administrative barriers of planning and managing a compassionate-use program to allow critical patient access to unapproved drugs via expanded access programs.

For more information, contact Aloycia Bellillie, Institute for International Research, at 800-345-8016, ext. 3702, e-mail [abellillie@iirusa.com](mailto:abellillie@iirusa.com), or visit [iirusa.com/expandedaccess](http://iirusa.com/expandedaccess).

September **22** **September 22-23, 2003, The Westin Princeton at Forrestal Village — Princeton, N.J.**  
**Global Clinical Supplies: Maximizing Efficiency and Complying with Regulations**

Pharmaceutical Education Associates' conference will address the FDA's perspective on risk-based drug initiatives for GMP, the application of the GMP, how a pharmaceutical company's clinical supplies group improves on patient compliance, using universal text in creating efficiency in clinical supplies labeling, and determining the best pathway to better integrate technologies in clinical supplies.

For more information, contact Stacey P. Mankoff, Pharmaceutical Education Associates, at 212-558-6465, e-mail [smankoff@pharmedassociates.com](mailto:smankoff@pharmedassociates.com), or visit [pharmedassociates.com](http://pharmedassociates.com).

September **22** **September 22-24, 2003, Wyndham Chicago — Chicago**  
**8th Annual Medicaid Drug Rebates**

Institute for International Research's conference on the Medicaid Drug Rebate Programs will provide states and manufacturers with

## ON THE CALENDAR



best practices in managing the increasingly complex set of rebate responsibilities and avoiding disputes, while maintaining compliance with federal regulations. In addition, the event delivers legislative and regulatory Medicaid rebate and pricing policy updates as well as solutions to compliance challenges on a federal level.

For more information, contact Aloycia Bellillie, Institute for International Research, at 800-345-8016, ext. 3702, e-mail [abellillie@iirusa.com](mailto:abellillie@iirusa.com), or visit [iirusa.com/medicaiddrugrebates](http://iirusa.com/medicaiddrugrebates).

September  
**24** **September 24-25, 2003, The Latham Hotel — Washington, D.C.**  
**Navigating the Risks of Off-Label Usage**

Pharmaceutical Education Associates' conference clarifies the risks that would impede profitability, healthy practice, and knowledgeable planning for off-label usage.

For more information, contact Stacey P. Mankoff, Pharmaceutical Education Associates, at 212-558-6465, e-mail [smankoff@pharmedassociates.com](mailto:smankoff@pharmedassociates.com), or visit [pharmedassociates.com](http://pharmedassociates.com).

September  
**24** **September 24-26, 2003, The Fairmont Hotel — Washington, D.C.**  
**Pharmaceutical Supply Chain Integrity**

This conference will address competency and security of the pharmaceutical supply chain. Leading bio/pharmaceutical companies, the World Health Organization, the FDA, Homeland Security, U.S. Pharmacopoeia, U.S. Customs, the CDC, healthcare distributors, security professionals, and legal experts will address the competency and security of the drug and medical device supply chain.

For more information, contact Aloycia Bellillie, Institute for International Research, at 800-345-8016, ext. 3702, e-mail [abellillie@iirusa.com](mailto:abellillie@iirusa.com), or visit [iirusa.com/trax](http://iirusa.com/trax).

September  
**28** **September 28-30, 2003, La Costa Resort and Spa — Carlsbad, Calif.**  
**4th Annual Business of Biotech**

The Strategic Research Institute will bring together some of today's most seasoned investors, prominent executives, expert advisors, and dealmakers to address the critical concerns of financing and running a profitable biotechnology business.

For more information, contact Mark Alexay, Strategic Research Institute, at 212-967-0095, ext. 251, e-mail [malexay@srinstitute.com](mailto:malexay@srinstitute.com), or visit [srinstitute.com](http://srinstitute.com).

September  
**29** **September 29-30, 2003, Hilton Arlington and Towers — Arlington, Va.**  
**Applying Statistical Concepts to Clinical Trials: A Primer for the Non-Statistician**

Pharmaceutical Education Associates' educational forum is for clinical research professionals whose job responsibilities require an understanding of the fundamental concepts of the statistical methods incorporated into the design, execution, and analysis of clinical trials.

For more information, contact Stacey P. Mankoff, Pharmaceutical Education Associates, at 212-558-6465, e-mail [smankoff@pharmedassociates.com](mailto:smankoff@pharmedassociates.com), or visit [pharmedassociates.com](http://pharmedassociates.com).

September  
**29** **September 29-30, 2003, Cherry Hill Hilton Hotel — Cherry Hill, N.J.**  
**7th International Outsourcing of Pharmaceutical Chemistry and Drug Discovery**

This event will feature keynote speaker David Floyd, Ph.D., VP of discovery chemistry at Bristol-Myers Squibb, giving a presentation titled: New Alliance Structures in Drug Discovery — How Can We Become More Productive?

For more information, contact Mark Alexay, Strategic Research Institute, at 212-967-0095, ext. 251, e-mail [malexay@srinstitute.com](mailto:malexay@srinstitute.com), or visit [srinstitute.com](http://srinstitute.com).



September

**29**

**September 29-October 2, 2003, Wyndham Franklin Plaza Hotel — Philadelphia**  
**2003 Pharmaceutical Marketing Congress**

**PharmaVOICE is the official publication of this event.**

Institute for International Research's conference is designed for senior pharmaceutical and biotechnology industry professionals. Keynotes include marketing effectively and responsibly to consumers, professionals, and managed markets; developing and maintaining powerful brands; forging valuable partnerships; and achieving minimum ROI for your products.

For more information, contact Aloycia Bellillie, Institute for International Research, at 800-345-8016, ext. 3702, e-mail abellillie@iirusa.com, or visit iirusa.com/pharmaevent.

September

**29**

**September 29-October 1, 2003, Capital Hilton — Washington, D.C.**  
**12th Annual DocTronics**

The theme of this conference is accessibility to latest technologies.

By providing the latest information on best documentation management practices to achieve enterprisewide electronic document management and publishing solutions to streamline the organization and expedite submissions, this event provides novel techniques on recording, retrieving, archiving, and sharing documentation.

For more information, contact Aloycia Bellillie, Institute for International Research, at 800-345-8016, ext. 3702, e-mail abellillie@iirusa.com, or visit iirusa.com/doctrionics.

September

**29**

**September 29-October 2, 2003, Hilton San Diego Resort — San Diego**  
**Biopharmaceutical Production Week — IBC's Production and Economics of Biopharmaceuticals**

At IBC Life Sciences' event, attendees can access cutting-edge reports on all the topics most important to managers and scientists in manufacturing, operations, strategic planning, process engineering, and process development—upstream and downstream.

For more information, contact IBC USA Conferences at 508-616-5550, e-mail custserv@ibcusa.com, or visit lifesciencesinfo.com/bpw.

September

**30**

**September 30-October 2, 2003, Hyatt Regency McCormick Place — Chicago**  
**10th Annual Ethnic Marketing Omnibus Event**

This omnibus event will bring together luminaries in segment marketing with major clients and advertisers seeking to build market growth and market share. A wide range of industries will be featured and the sessions will include new data, research, case studies, roundtable sessions, and networking sessions to multiply ROI from the fastest growing markets.

For more information, contact Rupa Ranganathan at Strategic Research Institute at 212-967-0095, ext. 252, e-mail rranganathan@srinstitute.com, or visit srinstitute.com.

## PLANNING AHEAD

October

**2**

**October 2, 2003, BusinessEdge Solutions — East Brunswick, N.J.**  
**Pharma 101: Understanding Key Processes**

The agenda for the Healthcare Businesswomen's Association event includes channeling innovation for the research and development process, pharmaceutical marketing and sales processes, manufacturing processes and supply chain management, and key corporate processes. For more information, contact Healthcare Businesswomen's Association at 973-575-0606, e-mail events@hbanet.org, or visit hbanet.org.

October

**2**

**October 2-3, 2003, Loews L'Enfant Plaza Hotel — Washington, D.C.**  
**eCTD Compliance: Understanding and Executing the Latest Regulatory Specifications**

Pharmaceutical Education Associates' conference addresses the latest regulations and provides the tools for companies to build a successful infrastructure and to recognize the opportunities and the challenges that eCTD presents to pharmaceutical companies. For more information, contact Stacey P. Mankoff, Pharmaceutical Education Associates, at 212-558-6465, e-mail smankoff@pharmedassociates.com, or visit pharmedassociates.com.

October

**8**

**October 8-10, 2003, Sheraton San Diego Hotel and Marina — San Diego**  
**Small Molecule and Protein Structure-Guided Drug Discovery by Design**

IBC Life Sciences' conference assembles leading experts who will share their case study experiences for small-molecule and protein drug discovery and development. For more information, contact IBC USA Conferences at 508-616-5550, e-mail custserv@ibcusa.com, or visit lifesciencesinfo.com.

October

**8**

**October 8-10, 2003, Westin Grand Hotel — Washington, D.C.**  
**Phases: Maximizing Clinical Efficiency**

This first-time event offers five conference sections on Phases I, II, III, IV, as well as on the globalization of clinical trials. The conference also provides a choice of four workshops, plenary and panel sessions, as well as networking opportunities. For more information, contact Aloycia Bellillie, Institute for International Research, at 800-345-8016, ext. 3702, e-mail abellillie@iirusa.com, or visit iirusa.com/phases.

October

**13**

**October 13-15, 2003, Hilton Boston — Boston**  
**Enzyme Technologies and Biocatalysis**

IBC Life Sciences' conference offers pharmaceutical research scientists a forum for discussing advances in the field and networking with those who have developed related techniques for industrial uses. For more information, contact IBC USA Conferences at 508-616-5550, e-mail custserv@ibcusa.com, or visit lifesciencesinfo.com.

October

**14**

**October 14-15, 2003, Loews Vanderbilt Hotel — Nashville, Tenn.**  
**Mid-Market Healthcare M&A Conference**

Leading mid-market private equity funds, healthcare CEOs, and dealmakers from across the country will share perspectives on why healthcare consolidation is driving M&A. For more information, contact Strategic Research Institute at 646-336-7030, or visit srinstitute.com.

October

**16**

**October 16-17 2003 — Somerset, N.J.**  
**Pharmaceutical Stability: Current Regulations and the Analytical Search for Degradants**

For more information, contact AAI Development Services at 910-254-7241, e-mail pharmaceutical.seminars@aaidevelopment.com, or visit aaidevelopment.com.

October

**16**

**October 16-17, 2003 — Somerset, N.J.**  
**Controlled Substances: Documentation and Management from Raw Material to Finished Product**

For more information, contact AAI Development Services at 910-254-7241, e-mail pharmaceutical.seminars@aaidevelopment.com, or visit aaidevelopment.com.

**For a complete listing of industry events throughout the year, please visit [pharmavoice.com/conferences.html](http://pharmavoice.com/conferences.html).**