

ON THE CALENDAR



October
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October 15-16, 2003, Wardman Park Marriott Hotel — Washington, D.C.

eSubmissions for Global Compliance

This Marcus Evans conference will focus on electronic document management and publishing. Key topics will include an ICH update, changes in eCTD specifications, CDISC data standards, individual case safety reports using ICH standards, using a centralized broker, and eCTD versus eNDA.

For more information, contact Ann Pendleton, Marcus Evans Conferences, at 312-894-6418, e-mail annp@marcusevansch.com, or visit marcusevans.com.

October
16

October 16-18, 2003, Westin Kierland Resort — Phoenix

BioFunding Summit 2003: New Frontiers in Cancer Research

This meeting will be an advanced biotechnology workshop that provides networking and educational information to investors and business analysts, scientists, and the media. The purpose of the event is to provide an informative working session on the inside track to breaking developments in cancer research, new therapies, novel treatments, and drug development for investors and analysts with the world's leading scientists.

For more information, contact Silas Deane at 615-244-8035, e-mail silas@logicmediagroup.com, or visit biofundingsummit.org.

October
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October 20-21, 2003, The Watergate Hotel — Washington, D.C.

5th Annual Disseminating Off-label Information

This conference will provide information for legal, regulatory, medical communications, and marketing professionals. Topics to be discussed include the FDA position on disseminating off-label information, training sales reps to balance aggressive sales techniques while minimizing exposure to risk, and how inclusion in the USP DI can translate into sales for the organization.

For more information, contact the Center for Business Intelligence at 800-817-8601, e-mail cbireg@cbinet.com, or visit cbinet.com.

October
20

October 20-23, 2003, The Sheraton Boston Hotel — Boston

ACT: Assays & Cellular Targets

The IBC Life Sciences' conference will enable attendees to hear talks of interest at any of the five colocated ACT conferences: IBC's 8th International Assay Development, IBC's 3rd International Cell-Based Assays and Screening, IBC's 8th International G-Protein Coupled Receptors, IBC's 2nd International Nuclear Receptors and Transcription Factors, and IBC's 2nd International Ion Channel Drug Targets.

For more information, contact IBC Life Sciences at 508-616-5550, e-mail custserv@ibcusa.com, or visit lifesciencesinfo.com.

October
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October 24-25, 2003, The Grand America Hotel — Salt Lake City

AAPS Workshop on Method Validation and Measurement of Biomarkers in Nonclinical and Clinical Samples in Drug Development

This workshop will bring together biomarker laboratory practitioners to share experiences, identify specific challenges and issues of biomarkers at various phases of drug development, and brainstorm the best practices to produce adequate data that are clinically and statistically meaningful. Clinical Ligand Assay Society is cosponsoring this workshop, and regulatory scientists from the FDA and NIH are among the invited speakers.

For more information, contact American Association of Pharmaceutical Scientists at 703-243-2800, e-mail aaps@aaps.org, or visit aapspharmaceutica.com.

October
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October 25, 2003, BusinessEdge Solutions — East Brunswick, N.J.

Pathways, Pharma 101: Understanding Key Processes

The agenda for the Healthcare Businesswomen's Association event includes channelling 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
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October 26-30, 2003, Salt Palace Convention Center — Salt Lake City

2003 AAPS Annual Meeting and Exposition

This meeting will be the largest gathering of pharmaceutical scientists in the world. Topics to be addressed include 21CFR Part 11, bioequivalence of biotechnology products, the new CDER/CBER, and targeted drug delivery for cancer therapeutics.

For more information, contact American Association of Pharmaceutical Scientists at 703-243-2800, e-mail aaps@aaps.org, or visit aapspharmaceutica.com.

October
27

October 27-28, 2003, Park Central New York — New York

6th Annual Customer Relationship Management (CRM) for the Pharmaceutical Industry

The Center for Business Intelligence's forum will provide attendees with strategies for maximizing customer profitability, improving market-campaign effectiveness, and optimizing multichannel interactions with customers. The forum brings together industry experts to share actual experiences and case studies on their challenges and successes of developing a CRM strategy or bringing their current CRM program to the next level.

For more information, contact The Center for Business Intelligence at 800-767-9499, e-mail cbireg@cbinet.com, or visit cbinet.com.

October
27

October 27-29, 2003, Radisson Plaza Warwick Hotel — Philadelphia

Case Report Forms

This program will lead clinical research teams through the latest techniques in case report form design and offer a look toward future requirements for e-sub compliance. The hands-on seminar will allow delegates to interact with experts. Attendees will leave with a working knowledge of the latest technology, and learn the best ways to modify paper-based systems to ease the transition into electronic data capture and e-submissions.

For more information, contact Valerie Bowling, Institute for International Research, at 800-345-8016, e-mail vbowling@iirny.com, or visit iirusa.com/casereportforms.

October
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October 27-29, 2003, Messe Frankfurt — Frankfurt, Germany

International Contract Services Expo

ICSE 2003 is a CMP Information exhibition, aiming at a specific market segment within the pharmaceutical industry: contract research organizations and allied contract service companies.

For more information, contact Wilma Bisschop or Jeanneke Bolscher, CMP Information, 31 (0)346 559 444, e-mail icse@cmpinformation.com, or visit icsexpo.com.

October
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October 28-31, 2003, The World Trade Center and Seaport Hotel — Boston

IBC's Chips to Hits 2003: Microarray Technologies and Their Use in Drug Discovery and Development

Attendees will learn from case studies on how to design experiments, ana-

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lyze data, and apply microarray technologies to accelerate each stage of the drug discovery and development pipeline. Conference attendees also will hear about new solutions to overcome technological challenges in reproducibility, cost, detection and labeling, validation, and standardization. Also presented at the event will be the newest advancements on genomic and proteomic-based platforms for high-throughput, multiplexed assay development.

For more information, contact IBC USA Conferences Inc. at 508-616-5550, e-mail reg@ibcusa.com, or visit chipstohits.com.

October 28, 2003 — Philadelphia **Optimizing Cross-Functional and Virtual Teams in Pharmaceuticals**

State-of-the-art techniques for today's pharmaceutical R&D teams will be presented to attendees of this IIR seminar. Course leaders will demonstrate new techniques for how to start up a state-of-the-art pharmaceutical R&D team and get it running quickly; how to pick the right team; how to keep the team running smoothly; and how to communicate effectively in the new world of global R&D teams.

For more information, contact Laurel Cronin, Institute for International Research, at 800-345-8016, e-mail lcronin@iirusa.com, or visit iirusa.com/pharmateams.

October 29, 2003 — London **Risk Management in Pharma R&D**

Topics to be covered at this event include managing risks in project management, risk management in the biotechnology industry, how to kill projects quickly and effectively, and estimating project value: the expected value of success and the expected value for the portfolio.

For more information, contact Ola Samuelsson, Marcus Evans Conferences, at +44 (0)20 7647 2325, e-mail olas@marcusevansuk.com, or visit marcusevans.com.

October 30-31, 2003, Wyndham Franklin Plaza Hotel — Philadelphia

Pharma Sales Effectiveness, USA 2003

eyeforpharma's conference will explore leading strategies and pharma case studies in measurable salesforce effectiveness, new sales innovations, and tactics to create stronger relations between reps, physicians, and patients. The event also will provide analysis on additional sales tools such as the use of mobile applications in the field, using disease-management programs, and coming to grips with new government policy.

For more information, contact eyeforpharma at 800-814-3459, e-mail register@eyeforpharma.com, or visit eyeforpharma.com.

PLANNING AHEAD

November 2-6, 2003, Paradise Point Resort and Spa — San Diego

Healthcare/Life Sciences Opportunities 2003

PharmaVOICE is the official publication of this event.

Frost & Sullivan's Healthcare Opportunities 2003 is an interactive forum created for participants across the medical-device, pharmaceutical, and life-sciences industries. Industry leaders from these different sectors will assemble to confront shared challenges, explore joint opportunities, and envision and realize a better future for healthcare.

The event includes specific tracks for medical devices, pharmaceuticals, and drug discovery. Taren Grom, Editor of PharmaVOICE, will serve as moderator of the Excellence in Healthcare CEO Roundtable "2003 Global Experts in Healthcare Insights."

For more information, contact Frost & Sullivan at 877-463-7678, e-mail summits@frost.com, or visit frost.com/prod/servlet/summits-details.pag?eventid=2863829.

PharmaVOICE



November 3 November 3-5, 2003, The Shangri-La Hotel — Singapore
Biomedical Applications in Drug Discovery Technology

Asia-Pacific

IBC Life Sciences' international event is designed to foster Pan-Asian scientific exchange among academic, government, and industry research groups as well as to provide a forum for attendees to discuss partnerships, contract research opportunities, licensing arrangements, and other strategic alliances.

For more information, contact IBC Life Sciences at 508-616-5550, e-mail custserv@ibcusa.com, or visit lifesciencesinfo.com.

November 3 November 3-5, 2003, Back Bay Hilton — Boston
Immunogenicity Testing for Protein-Based Therapeutics

The mission of this interactive conference is to introduce strategies and novel methodologies and technologies to accurately predict antidrug antibody responses and to reduce immunogenic response.

For more information, contact Valerie Bowling, Institute for International Research, at 800-345-8016, e-mail vbowling@iirny.com, or visit iirusa.com/-immunogenicity.

November 5 November 5-6 2003, Indianapolis Marriott Downtown — Indianapolis
3rd Annual Drug and Device Recalls

CBI's conference provides the strategies and tools needed to handle the potentially explosive public relations and safety issues surrounding a product recall.

This event will provide a forum to network and learn from industry leaders who have hands-on experience with recalls, as well as concrete strategies to implement in the event of a recall.

For more information, contact the Center for Business Intelligence at 800-817-8601, e-mail cbireg@cbinet.com, or visit cbinet.com.

November 10 November 10-11, 2003, Marriott Fisherman's Wharf — San Francisco
Maximizing Healthcare ROI

This conference will analyze the science of measuring return on investment directed to disease-management and health professionals. Since disease-management programs vary significantly in terms of how they are defined, structured, and implemented, what constitutes an acceptable ROI varies. These factors, opportunity costs, risk tolerance, and the population being served will be addressed.

Diverse views of ROI from all perspectives bring the topic to the table in a way that convergence and consensus can emerge.

For more information, contact Mark Alexay, Strategic Research Institute, at 212-967-0095, e-mail malexay@srinstitute.com, or visit srinstitute.com.

November 10 November 10-12, 2003 Westin Grand Hotel — Washington, D.C.
International Clinical Trials

The Institute for International Research's International clinical-trials event will navigate key international regulation and logistical challenges to aid the strategic planning, initiation, and management of global studies.

For more information, contact Valerie Bowling, Institute for International Research, at 800-345-8016, e-mail vbowling@iirny.com, or visit iirusa.com/intl-clinicaltrials.

November 12 November 12-13, 2003, Westin San Francisco Airport — Millbrae, Calif.
11th Annual Biotech Investing Conference

This conference unites venture capitalists, corporate investors, biotech pharmaceutical companies, and institutional investors. More than 50 of the most

active investors in biotech companies will discuss their investing strategies, view of the present, and emerging areas of opportunities.

For more information, contact Joseph Chan, International Business Forum, at 516-765-9005, e-mail joseph@ibfconferences.com, or visit ibfconferences.com.

November 12 November 12-14, 2003, The Westin Princeton at Forrestal Village — Princeton, N.J.
Publication Planning 2003: Utilizing Scientifically Accurate, Commercially Relevant Strategies for Optimal Drug Acceptance and Exposure

Pharmaceutical Education Associates' event will feature top experts in the country discussing why we publish scientific studies and articles, the roles of clinical development and commercial team members within a publication program, establishing a scientifically rigorous and commercially relevant evidence base, obtaining maximum impact of a publication strategy through clinically relevant data mining, selecting optimal venues to reach a target audience, and how vendors can contribute to the overall success of a publication program.

For more information, contact Feliz Casanova, Pharmaceutical Education Associates LLC, 831-465-2286, e-mail fcasanova@pharmedassociates.com, or visit pharmedassociates.com.

November 12 November 12-13, 2003 — San Francisco
Optimizing Cross-Functional and Virtual Teams in Pharmaceuticals

State-of-the-art techniques for today's pharmaceutical R&D teams will be presented to attendees of this IIR seminar. Course leaders will demonstrate new techniques for how to start up a state-of-the-art pharmaceutical R&D team and get it running quickly; how to pick the right team; how to keep the team running smoothly; and how to communicate effectively in the new world of global R&D teams.

For more information, contact Laurel Cronin, Institute for International Research, at 800-345-8016, e-mail lcronin@iirusa.com, or visit iirusa.com/pharmateams.

November 12 November 12-13, 2003 — Philadelphia
Cell-Based Assays in High-Throughput Drug Discovery

Marcus Evans' conference will address the emergence of cell-based assays in high-content screening, performance of ION channel and GPCR assays in HTS, enabling technologies for cell-based assays, identifying quality hits with cell-based assays, and compound identification and prioritization.

For more information, contact Ann Pendleton, Marcus Evans Conferences, at 312-894-6418, e-mail annp@marcusevansch.com, or visit marcusevans.com.

November 12 November 12-14, 2003, Renaissance Marriott Hotel — Washington, D.C.
The Fourth Annual Pharmaceutical Regulatory and Compliance Congress and Best Practices Forum

The annual congress is sponsored by the Pharmaceutical Compliance Forum, which was founded in early 1999 by compliance professionals from the pharmaceutical industry to promote effective corporate-compliance programs.

The meeting's focus will be on sharing of compliance information, best practices, and current developments in the field.

For more information, contact Joni Lipson, 215-599-6626, e-mail joni.lipson@rmpinc.com, or visit pharmacongress.com.

For a complete listing of industry events throughout the year, please visit pharmavoice.com/conferences.html.