# **Upfront**

## Awards...

WORK

WORKS

AWARD



RHO RECOGNIZED FOR WORKPLACE PRACTICES

Contract research organization Rho has been honored with the 2014 When Work

Works Award. The company
earned this national award for
the third straight year for its
effective workplace strategies
to increase business and
employee success. This award,
part of the national When Work
Works project administered by

Families and Work Institute and the Society for Human Resource Management, recognizes employers of all sizes and types in North Carolina and across the country.

## Pharma VOICE. com

### WHITE PAPERS:

Proactive Pharmacovigilance: A New Model for the 21st Century

Provided by: Sciformix Corp.

The Link Between Your Cold Chain and Your Bottom Line

Provided by: Cardinal Health

Online Strategy Health Check: Tips for Content That Drives Qualified Web Traffic for Healthcare Marketers

Provided by: MoreVisibility

#### UPCOMING WEBINARS:

**Expedited Programs for Serious Conditions: Drugs and Biologics** 

Oct. 8, 2014, 1 p.m. EST

Sponsored by: Cardinal Health

Risk-Based Monitoring Simple and Easy: Faster Implementation Without Organizational Constraints

Nov. 6, 2014, 1 p.m. EST

**Sponsored by:** eClinical Solutions

Patch Pump for Subcutaneous Delivery — Avoiding Intravenous Infusion

Nov. 18, 2014, 1 p.m. EST

**Sponsored by:** scPharmaceuticals

# INDUSTRY at Large \*



## Genzyme Announces Launch of EXPRESSION OF HOPE III

Genzyme, a Sanofi company, has launched Expression of Hope III, a global program of inspiration and awareness featuring works of art by the community of people affected by lysosomal storage disorders (LSD). This unique program encourages anyone affected by an LSD to create and submit a work of art that expresses their experiences of living with

a rare, inherited disease.

The Expression of Hope

program will be accepting submissions through Dec. 5, 2014. Submitted artwork that meets program guidelines will be exhibited in the online gallery on the Expression of Hope website (expressionofhope.com). Select works of art will also be featured in art exhibitions and program materials beginning in 2015.



More than 60 participants from 25 countries participated in Novartis' BioCamp 2014.

# Modest Uptick in HEALTH SPENDING PREDICTED

After a five-year contraction in employer healthcare spending growth, medical inflation in the U.S. is projected to rise to **6.8%** in **2015**, according to PwC's Health Research Institute. **Key findings:** 

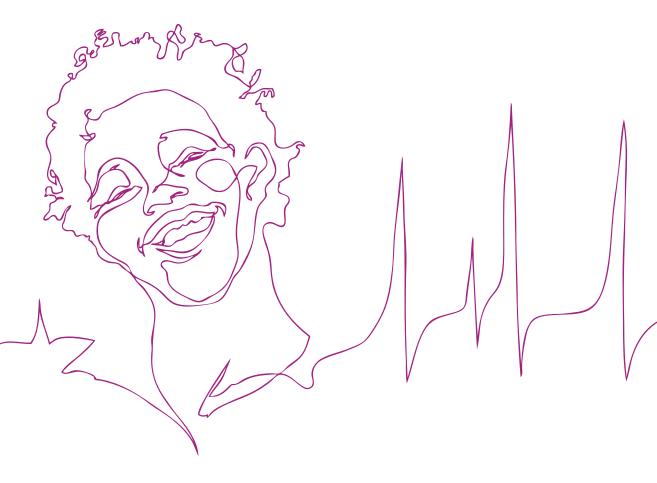
- » Employers are continuing to shift financial responsibility for health plan costs to employees through plan design and increased contributions. High deductible health plans are growing in popularity, with 18% of employers surveyed now offering a high-deductible plan as the only insurance option for employees.
- » Wellness continues to be a major investment for employers, with 71% offering programs, up from 68% in 2013.
- » Other than traditional cost savings efforts geared toward cost shifting, employers are considering private exchanges more often than other new and emerging strategies.

## Future Scientific Leaders Learn ABOUT BIOTECH

Novartis sponsors the International Biotechnology Leadership Camp (BioCamp), a three-day seminar bringing biotech and business experts together with more than **60** students from universities in **15** countries and territories. The seminar, which just completed its 11th annual program, gives participants a perspective on the challenges and opportunities in biotech. This year, seven local and regional BioCamp seminars were run in India, Indonesia, Japan, Taiwan, Pakistan, the Philippines, and Slovenia.

#### **M&A UPDATE**

Life sciences M&A activity reached \$252.6 billion globally at the end of July, up 230% compared with the same period last year and propelled by an onslaught of U.S. companies seeking foreign acquisitions not only to make use of their overseas cash and increase their dominance in a core area, but also to reduce their tax bill, according to Burrill Media. Such deals accounted for \$130 billion of M&A deal values in 2014 to date, or 51% of the total.



To create more impactful experiences for your customers,

# you need a partner with the experience to get them there.

At PulseCX, we believe the customer experience is everything. That's why we're so passionate about understanding the world your customers live in—and then creating a strategic, multichannel roadmap with impactful touchpoints

that are real and relevant to their journey. It's all about connecting healthcare professionals and consumers to your brand in ways that are memorable and measurable. And isn't that the experience you've wanted all along?

To move the needle by improving customer experiences (CX), contact David Zaritsky now at dzaritsky@PulseCX.com.

