



“ If you don't *drive* your business...  
...you will be driven out of *business* ”

B. C. Forbes (1880 - 1954)

**Members of the Programme  
Advisory Committee**



Prof. Tamás Paál



Theodore Iliopoulos



Prof. Ádám Vas



Prof. Tomasz Twardowski



Dr. Péter Lakatos



Prof. Vladimír Kral



Ernő Duda



Dr. Sergei Sur



István Király

**A unique event**

The Events Group is delighted to invite you to the **2nd Annual PHARM Connect Congress** for Enlarged Europe 2012 in Budapest, one of the largest pharmaceutical and biotechnology manufacturing events and the only regional one in 2012.

Your most respected peers and European industry leaders will share their expertise within visionary keynote presentations, panel discussions and case studies and will provide you with the most up to date market insights. The congress further provides an opportunity to visit the **TEVA Logistic Centre in Gödöllő** or the **Sanofi plant in Veresegyház** on February 9<sup>th</sup> at 4 p.m. available on a first come first serve complimentary basis. Additionally the one-to-one meetings with leading local and international solution and service providers will offer a wealth of expertise.

All this seamlessly integrated with informal networking opportunities will provide a unique interactive forum. Do not miss this opportunity to network and establish connections, **exchange ideas and gain knowledge!**



**the delegation**

The quality of the **PHARM Connect Congress** is a direct result of its exclusivity. Participation at the congress is by invitation only, which enables to maintain the quality and networking value of the congress participants.

**The PHARM Connect Congress 2012 will be bringing together**

- ✓ Managing Directors,
- ✓ Regional and Local Production, R&D and Plant Managers,
- ✓ Logistics and Supply Chain Directors,
- ✓ Regional and Local Purchasing and Sourcing Directors,
- ✓ Key Quality Assurance and Quality Control Managers, and
- ✓ Maintenance Managers

from Europe's leading pharmaceutical and biotechnology manufacturing companies.

**Ideas and goals for innovative solutions are often the result of intensive discussions. Our experienced Programme Advisory Committee assures the highest relevancy of the programme:**

- **Prof. Tamás Paál**, Senior Adviser, **National Institute for Quality- and Organizational Development in Healthcare and Medicines, Hungary**
- **Theodore Iliopoulos**, VP of the Management Board, Industrial Operations, **Polpharma, Poland**
- **Prof. Ádám Vas**, Senior Research Adviser, **Gedeon Richter, Hungary**
- **Prof. Tomasz Twardowski**, President, **Polish Biotechnology Federation (PFB), Poland**
- **Dr. Péter Lakatos**, Member of Presidency, **Hungarian Logistics Association (HLA)** & Head of Logistic Centre, **TEVA**
- **Prof. Vladimír Kral**, Chemical Development Director, **Zentiva, Czech Republic**
- **Ernő Duda**, President, **Hungarian Biotechnology Association (HBA), Hungary**
- **Dr. Sergei Sur**, R&D Director, **Arterium Corporation, Ukraine**
- **István Király**, Senior Manager of Quality Assurance, **GSK Biologicals, Hungary**





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**Conference Programme**

**Prevention of the Entry of Supply Chain of Falsified Products – Impact of the New European Legislation**

- Falsified, substandard and illegal medicinal products, active substances and excipients
- Complex, hardly transparent supply chains
- Production shift to third countries
- New manufacturing site and distribution chain verification measures
- Product authenticity verification
- Solution or hurdles?

**Professor Tamás L. Paál**, Senior Adviser, **National Institute for Quality- and Organizational Development in Healthcare and Medicines, Hungary**

**Development, Clinical Trials and Registration of New Drugs in CIS Countries**

- Short review of CIS pharmaceutical markets: Size, developments, potential etc.
- Current situation and developing of regulatory requirements for development, CT and registration of drugs in CIS countries
- Challenges, problems and practical experience in development, CT and registration of new drugs in CIS countries

**Dr. Sergei Sur**, R&D Director, **Arterium Corporation, Ukraine**

**110 Years of Gedeon Richter - A Hungarian Pharmaceutical Company**

- Brief history of Gedeon Richter and representations in the world
- Richter as a vertically integrated innovative multinational company
- R&D activities, facilities, the new biotechnology plant in Debrecen, and academic co-operations
- Look into the future

**Professor Ádám Vas**, Senior Research Adviser, **Gedeon Richter Plc**

**Operational Excellence in Pharmaceutical Manufacturing Plants**

- Optimizing the production & packaging lines by reducing downtimes, changeovers and waste
- Visualizing, analyzing and optimizing every aspect of the processes
- Avoiding failures & providing the operators a comprehensive alarm response management tool
- Meanwhile sticking to FDA's 21 CFR Part 11

**Péter Bóna**, Sales and Marketing Director, **Com-Forth - GE Intelligent Platforms, Hungary**

**Win - Win Game - Universities and Pharma Industry together**

- Labour market needs should meet education output to ensure economical development of a country
- Ensuring financial background is not enough: knowledge is a bottleneck also
- Sharing experience is advantageous for everyone
- Close cooperation instead of do-it-yourself results in business success

**Mária Majorné Kelsánszky**, Human Resource Director, **TEVA, Hungary**

**Business Process Excellence – Lean Transformation**

- Implementation of Business Process Excellence in a global production network
- Execution of Local Lean Transformations in Production Plants
- Key components and factors for successful transformations

**Dr. Jens Scheibner**, Executive Director Pharma Operations Biberach, Launch and Production Site Germany, **Boehringer Ingelheim, Germany**

**Re-thinking the Pharmaceutical Distribution Model for South Central Europe**

- Innovative solutions in Pharma logistics
- Lessons learned from setting up a new hub
- Future optimization possibilities

**Zoltán Menyhárt**, VP of Operations, COO, **CEMELOG, Hungary**  
**Dániel Buzási**, Head of Distribution - Central and Eastern Europe, **AstraZeneca**

**Major R&D Focus of the Hungarian Government – With regards to Pharma Aspects**

- The Pharma industry in the global market - Major characteristics
- Problems with global EU leadership with regard to Pharma industry – Major competitiveness challenges
- Future opportunities: HORIZON2020 – How to enhance the active participation of Pharma industry, e.g. in AHA pilot programme
- Pharma industry in Hungary - Major achievements
- Support to the Pharma industry in Hungary:

1. Financing in 2012 - Coherence in regulation (health policy, competitiveness including R&D, austerity)
2. R&D specific tender schemes targeting the Pharma industry
3. Recently introduced institutional development - Ex-ante certification of R&D activities

**Dr. Antal Nikodémus**, Director General for R&D and Innovation, **Ministry for National Economy, Hungary**

**Competitive Environment within High Value Generic Anti-infective API and Injectables**

- Regional differences within quality process requirements
- Manufacturing practices and collateral risks to the general public health

**Gaël Bernard**, Vice President Sales & Marketing, **Xellia Pharmaceuticals ApS, Denmark**

**The Six Sigma Approach to Quality Improvement in the Pharmaceutical Industry**

- Advanced data mining techniques to enhance process understanding
- Smart study designs that minimize the effort of experimentation
- Translation of statistical findings into actionable solutions

**Dr. Reinhard Ilk**, Six Sigma Black Belt, Quality Assurance, **Baxter, Austria**

**Striving for Best - How to become Leading in Pharmaceutical Production**

- Defining and understanding “best”
- Success factors for excellence initiatives
- Summary and outlook

**Professor Dr. Thomas Friedli**, Chair of Production Management, **University of St. Gallen, Switzerland**

**Panel Discussion:**

**How to Manage the Complexity of the Supply Chain Network? – How to Keep it Simple?**

- Professor Tamás L. Paál**, Senior Adviser, **National Institute for Quality- and Organizational Development in Healthcare and Medicines, Hungary**
- Wojtek Kisielnicki**, Supply Chain Director, **Polpharma Group, Poland**
- Zoltán Menyhárt**, VP of Operations, COO, **CEMELOG, Hungary**
- Dr. Péter Lakatos**, Member of Presidency, **Hungarian Logistics Association (HLA) & Head of Logistic Centre, TEVA**





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**Vendors attending the PHARM Connect Congress 2012**

To ensure the success of the PHARM Connect Congress 2012, TEG is pleased to partner with a limited number of companies in each sponsor category offering valuable solutions and expertise in these key areas:

**Pharmaceutical Ingredients**

- ✓ Raw materials
- ✓ API's
- ✓ Excipients and Fine chemicals

**Custom/Contract Manufacturing**

**Drug Delivery Systems**

**Processing Machinery & Components**

- ✓ Pumps, compressors and blowers
- ✓ Valves and fittings

- ✓ Blending
- ✓ Coating
- ✓ Drying
- ✓ Encapsulation
- ✓ Filtration
- ✓ Milling
- ✓ Mixing
- ✓ Tableting

**Process Automation**

**Sterile supplies**

**Laboratory equipment**

**Laboratory & Analytical technology**

**Outsourcing**

**Pharmaceutical Packaging**

- ✓ Machinery & Components
- ✓ Packaging materials

- ✓ Labelling & RFID
- ✓ Auto ID equipment
- ✓ Security Solutions, Anti-Counterfeiting
- Cleanrooms & Accessories
- ✓ Cleanroom construction
- ✓ Cleanroom flooring
- ✓ Ventilation
- ✓ Cleanroom garments
- ✓ Validation

**Plant engineering & Maintenance**

- ✓ Modular production facilities

**IT for the pharmaceutical industry**

**Cold Chain Storage & Distribution**

**Pharmaceutical Storage, Warehousing,**

**Logistics**

**Pharmaceutical Consultancy**

**Testimonials**

"It was a well organised event. The very good format gives both general reviews of the trends in the Pharma sector and personal contact with vendors."

**Dr. Sergei Sur**, R&D Director, **Arterium**

"The presentations were interesting; the system of the pre-scheduled meetings is very good."

**Ervin Vajda**, Business Unit Director, **sanofi-aventis / Chinoion**

"Professional, very useful and high quality."

**Katalin Schmiedt**, Head of Investment & Purchasing, **Richter Gedeon**

"Very well-organised, organisers are very friendly (no pushing :)). Interesting and enjoyable!"

**Dr. Tamás Szabó**, Distribution and Logistics Manager, **Egis**

"Enjoyable: Good organization, the personal meetings with vendors. Special thanks to the entire TEG team for the great organization and support during the whole event. Special thanks for organising the plant excursion."

**Jirina Trnkova**, Quality Assurance Manager, **Sandoz**



**Venue and location**

Hungary is one of the largest and most developed drug markets in CEE. Large international pharmaceutical companies are among those that have invested in local manufacturing, as well as early and late stage R&D.

Additionally Hungary boasts the strongest biotech sector of the 14 new EU member states.

On top you will meet your peers, clients and business associates at the luxury five star CORINTHIA Grand Hotel Royal in the heart of Budapest, which truly is the luxurious hotel in the city. The venue is located in central Budapest and is easily accessible from throughout the city.

**CORINTHIA Grand Hotel Royal Budapest**  
Erzsébet körút 43-49, H-1073 Budapest, HUNGARY  
T: +36 1 479 4000, F: +36 1 479 4333  
[www.corinthia.com](http://www.corinthia.com)

**Arriving by plane:** The CORINTHIA Grand Hotel Royal Budapest is located 25 minutes from the airport on the Pest side of the city.

**Arriving by car:** Parking is possible in the hotel's park house next to the hotel.







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### Benefits of attending

- ✓ An invitation only event giving access to the congress floor
- ✓ Pre-registered delegates also get access to 4 presentations per day of their choice
- ✓ Personalised CONFERENCE and MEETING SCHEDULER to suit individual requirements and provide efficient use of time
- ✓ KEYNOTE PRESENTATIONS, case studies and interactive sessions by world-class industry experts and pioneers
- ✓ A relaxed but PROFESSIONAL BUSINESS ENVIRONMENT in which to explore new ideas, strategies and technical developments with industry colleagues, experts, and peers
- ✓ Access to the secured MEETING SCHEDULER website 2 weeks before

- the event, providing an opportunity to connect, exchange, match ideas and set up pre-arranged meetings with key industry solution providers
- ✓ Privileged status TRAVEL offers
- ✓ Discounted room rates at the CORINTHIA GRAND HOTEL ROYAL if booked via TEG
- ✓ An opportunity to relax and enjoy the superb informal NETWORKING opportunity at the cocktail reception and during lunch time
- ✓ Complimentary congress INFORMATION PACK on arrival
- ✓ DOWNLOADING the presentations of interest from our password protected website
- ✓ PLANT EXCURSION to leading manufacturers
- ✓ Complimentary WINE TASTING activities

### Sample list of current and past pan European delegates

- Country Business Leader, 3M Hungaria Kft., Hungary
- Logistics Manager, Abbott Hungary Ltd., Hungary
- Business Development Director, Actavis Hungary Ltd., Hungary
- Managing Director, APC Pharmaceutical & Chemical Kft., Hungary
- Purchasing Director, Alpha-Vet Kft., Hungary
- Head of Packaging Technology, Alkaloida Zrt. Hungary
- R&D Director, Arterium Corporation, Ukraine
- General Manager, Ashaninka Pharma Kft, Hungary
- Business Development Director, AstraZeneca Kft, Hungary
- Supply Chain Manager, CEE Region, B.Braun Medical Ltd., Hungary
- Director Pilot Plant Operations, Baxter Innovations, Austria
- R&D Director, Biofarm, Poland
- Production Director, Béres Pharmaceuticals Co. Ltd., Hungary
- Director of Purchasing and Logistics, Béres Pharmaceuticals Co. Ltd., Hungary
- Executive Director Launch & Production Site, Boehringer Ingelheim, Germany
- Head of Logistics, Biomedica Slovakia s.r.o., Slovakia
- Head of Production and R&D, Bioveta a.s., Czech Republic
- Managing Director, Celsus Kft., Hungary
- Head of Technical Department, C.F. Pharma, Hungary
- Head of Viral Vaccine Production, Ceva Phylaxia Biologicals Ltd., Hungary
- Head of Pharmaceutical Activity, Croatian Institute of Transfusion Medicine, Croatia
- Director of Pharmacology, Charles University Prague, Czech Republic
- Director, CHARLOTTE COSMETIC Kft., Hungary
- Vice President Business Development, CMC Biologics, Denmark
- Director, EL spol. s r.o., Slovakia
- Plant Manager, EGIS PLC Tableting Plant, Hungary
- Distribution & Logistics Manager, EGIS, Slovakia
- President, Finepharm SA, Poland
- Production Manager, FERRING-LECIVA a.s., Czech Republic
- Technical Director, Gedeon Richter Romania SA, Romania
- Head of Investments, Gedeon Richter Rt., Hungary
- Director Quality Assurance, GSK Biologicals, Hungary
- Head of Quality Department, Glenmark Pharmaceuticals, Czech Republic
- Supply Chain Manager, Globopharm, Austria
- General Director, Gopharm, Slovenia
- Regulatory Manager, Herbária Zrt., Hungary
- VP Technical Operations, Hameln RDS a.s, Slovakia
- Business Development Manager, Hermes Pharma GmbH, Austria
- Head of Logistics Department, Herbacos Recordati s.r.o., Czech Republic
- Production Director, IBSS BIOMED S.A., Poland
- Managing Director, inPHARM s.r.o., Czech Republic
- Production Director, Jelfa Sa, Poland
- Quality Assurance Manager, Lilly Hungária Kft, Hungary
- Plant Manager, Maco Productions Polonia, Poland
- General Manager, MEDITOP Gyógyszeripari Kft., Hungary
- VP of the Management Board, Polpharma Group, Poland
- Logistics & Economic Affairs Manager, MERCK Kft, Hungary
- Purchasing Manager, Mylan, Hungary
- Country Manager, Novartis Consumer Health, Hungary
- Production Director, Pannonpharma Kft., Hungary
- Business Development Manager, Melaleuca Poland Sp.z.o.o, Poland
- Associate Research Fellow, Pfizer, UK
- Director, Paulus Falx Ltd., Hungary
- Technical Manager, Reanal Zrt., Hungary
- Procurement Manager, Roche Magyarország Kft., Hungary
- President, S.C. Medica Farmimpex S.R.L., Romania
- QA Manager, Sandoz s.r.o., Czech Republic
- R&D Director, SLAVIA PHARM SRL, Romania
- Site Purchasing Manager, Sanofi-Aventis / Chinoin, Hungary
- Site Director, Sanofi-Aventis / Chinoin, Hungary
- Plant Director, Sanofi-Aventis Sp. z o.o, Poland
- Head of Pharma Development Division, TEVA, Hungary
- API Quality Assurance Manager, TEVA, Hungary
- General Manager, Tiflovet Kft., Hungary
- Laboratory Manager, TIS Farmaceutic SA, Romania
- Site Director, US Pharmacia Sp.z.o.o., Poland
- QA & RA Manager, Valeant Pharma Kft., Hungary
- Director of Operations, WALMARK a.s., Czech Republic
- Chemical Development Director, Zentiva, Czech Republic
- CEO, Z.F. Colfarm S.A., Poland





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DATE: 08 – 09 February 2012

VENUE: CORINTHIA Grand Hotel Royal Budapest, Hungary

NO. OF PRESCHEDULED MEETINGS

**Delegate Registration Form**

PLEASE COMPLETE THIS FORM IMMEDIATELY AND FAX BACK TO:

Attendee Relations:

Fax No.: +36 1 219-5726-

**Registration Details (Please print clearly)**

Name (Mr./Ms/Dr./Prof.):

Position:

Organisation:

Website:

Address:

City:

Country/Postcode:

Telephone:



**PHARM**  
connect  
congress

Please make sure you visit our password protected scheduler website to choose your presentations and create your personal schedule. The link and password will be sent out two weeks before the event.

Please note that changes in the programme might be possible. Please sign below to confirm your registration at the PHARM Connect Congress and fax your completed form to +36 1 219-5726-or scan and email to [marketing@tegevents.eu](mailto:marketing@tegevents.eu)

Mobile:

Email Address:

Name of Assistant:

E-mail of Assistant:



Registration Technology Sponsor:



Catalogue Sponsor:



Association of Innovative  
Pharmaceutical Manufacturers



Bulgaria



Hungary





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To confirm your participation at this event please complete, sign and return with your signed registration to TEG Events congresses

**Fax No. +36 1 219-5726**

**1. How did you hear about the PHARM Connect Congress 2012?**

- Email newsletter
- Direct contact from our organisation
- Contact from a vendor \_\_\_\_\_ (Please Specify)
- Contact from a colleague
- Others \_\_\_\_\_ (Please Specify)

**2. Please list your primary business activity:**

- Manufacturer
- Distributor
- Wholesaler
- Other \_\_\_\_\_ (Please Specify)

**3. Scope of responsibility:**

- Central Eastern Europe
- European
- Local
- Other \_\_\_\_\_

**4. What is your role in the purchasing decisions for your organisation?**

- Decision Maker
- Influence
- Report to
- None

**5. Who do you report to (name & job title)?**

\_\_\_\_\_

**6. What are your 3 key priorities for the next 6 to 18 months?**

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_

**7. What products or services are you planning to purchase in the next 6 to 18 months?**

- Pharmaceutical Ingredients
- Custom/ Contract Manufacturing
- Drug Delivery Systems
- Processing Machinery & Components
- Process Automation
- Sterile Supplies

- Laboratory Equipment
- Laboratory & Analytical Technology
- Outsourcing
- Pharmaceutical Packaging
- Clean Rooms & Accessories
- Plant Engineering & Maintenance
- IT for the Pharmaceutical Industry
- Cold Chain Storage & Distribution
- Pharmaceutical Storage, Warehousing, Logistics
- Pharmaceutical Consultancy
- Brand Protection
- Auto-ID and Mobility Solutions
- Others: \_\_\_\_\_

**8. Which suppliers/service providers would you like to see represented at the event?**

\_\_\_\_\_

**9. With which suppliers/service providers do you currently work together?**

\_\_\_\_\_

**10. Which other decision makers or colleagues should we also invite?**

\_\_\_\_\_

**11. How are you hoping to benefit from attending PHARM Connect 2012?**

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_

**Benefits of attending:**

1. COMPLIMENTARY access to 4 PRESENTATIONS
2. COMPLIMENTARY access to the CONGRESS FLOOR
3. COMPLIMENTARY copy of the EVENT CATALOGUE
4. DOWNLOAD of presentation after the event
5. COMPLIMENTARY COCKTAIL RECEPTION PASS
6. COMPLIMENTARY SEATED BUFFET LUNCH in the BALLROOM
7. Discounted room rates at the CORINTHIA if booked via TEG
8. COMPLIMENTARY access to the PLANT EXCURSION

All information provided is used solely for the purpose of organising this event.

\_\_\_\_\_  
**Signature**

\_\_\_\_\_  
**Date**





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**Hotel Booking Form**

**CORINTHIA Grand Hotel Royal Budapest (5 star)**

Erzsébet körút 43-49, Budapest 1073, Hungary

The rates are quoted in Euro, plus VAT and include buffet breakfast, which is served in the Brasserie restaurant between 06:30 – 10:30. Further the rates include access to the Royal Spa, discounts on spa treatments and complimentary wired and wireless internet in the bedrooms.

Superior room for single occupancy: 150 Euro/ night (+VAT)  
Superior room for double occupancy: 180 Euro/ night (+VAT)  
Check-in time: 03.00 p.m.  
Check-out time: 10.00 a.m.

**1) RESERVATION FORM:**

Name	Passport number*	Date of birth*	Arrival date	Check-out date	Single or Double Room	Total (+VAT)
<b>Total:</b>						

\* requested according to Hungarian law

**2) PAYMENT OPTIONS:**

Please send an invoice to the invoicing address below:

Company name: \_\_\_\_\_  
VAT number: \_\_\_\_\_  
Street: \_\_\_\_\_  
Postcode, City: \_\_\_\_\_  
Country: \_\_\_\_\_

TEG will send the invoice shortly after receiving the completed reservation form. The invoice for the Total Final Cost is payable within five days upon receipt. Following the hotel confirmation no cancellation is possible. Only amending the participants.

Please charge my credit card  
 Issue the final invoice to the company name (please insert above)  
 Issue the final invoice to my name; please state address: \_\_\_\_\_

**Credit Card Type:**  VISA  MASTERCARD  Diners  Eurocard

Card Number:

Full Name (as appears on the card): \_\_\_\_\_

Valid From:   /   (if shown) Expiry Date:   /   CVV Number:

\_\_\_\_\_  
Authorising Signature

\_\_\_\_\_  
Date

