



INTERNATIONAL  
**BIOPARTNERING**  
2011 CONFERENCE

*Together. Forward.*



**New Jersey's Only  
BioPartnering Conference**

When we bring  
our life sciences  
community together,  
we create the future.

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[www.BioNJ.org](http://www.BioNJ.org)*

**May 23-24, 2011**  
The Westin Princeton  
at Forrestal Village  
Princeton, NJ USA



## The BioNJ International BioPartnering 2011 Conference will serve as a gathering place for life science leaders from the region and beyond.

Here participants will be able to reach an audience of senior executives from the biotechnology, pharmaceutical, research and funding communities. Network among industry executives who are actively seeking business opportunities. Hear new ideas. Build relationships. Discuss potential collaborations. Forge partnerships for developing your innovative products and technologies. Showcase your company.

### When?

Monday and Tuesday, May 23-24, 2011

### Where?

The Westin Princeton at Forrestal Village  
201 Village Boulevard, Princeton, NJ USA 08540

### How?

[Register now](#) or visit [www.BioNJ.org](http://www.BioNJ.org).

BioNJ Members: \$750 • Non-Members: \$850

Company presentation (15-minute) time slots are available at no extra charge to BioNJ members that are registered Life Science company attendees.

***Sponsorship and Exhibit opportunities are available.***

Questions? Contact us at BioNJ Headquarters  
609-890-3185 or [BioNJ@BioNJ.org](mailto:BioNJ@BioNJ.org).

# Conference Agenda

(As of May 2, 2011)

## Monday, May 23, 2011

7:30 am	Registration Opens
8:00 – 8:45 am	Continental Breakfast in Exhibit Area
8:45 – 10:00 am	<b>Plenary Session: “Two Sides of the Deal”</b> <b>Shiv Krishnan, Ph.D.</b> , Senior Director, Partnering and Innovation <b>sanofi-aventis US, Inc.</b> <b>Kristin Mulready</b> , Senior Manager, Alliance Management <b>ImmunoGen</b> Introduction by <b>Campbell Alliance</b> : Preview of “Dealmaker’s Intentions Survey”
10:00 – 10:15 am	Networking Break in the Exhibit Area
10:00 am – 12:00 pm	Ongoing 30-Minute Partnering Sessions
10:15 am – 12:00 pm	Ongoing 15-Minute Company Presentations
12:00 – 1:15 pm	<b>Plenary Luncheon: “Exploring New Grounds for Pharma: Partnering on Innovation”</b> <b>Uwe Schoenbeck, Ph.D.</b> , Chief Scientific Officer External R&D Innovation (ERDI) Pfizer Worldwide Research and Development <b>Pfizer, Inc.</b>
1:15 – 1:30 pm	Networking Break in the Exhibit Area
1:30 – 3:00 pm	Ongoing 30-Minute Partnering Sessions
1:30 – 3:00 pm	Ongoing 15-Minute Company Presentations
3:00 – 4:00 pm	<b>Panel Discussion:</b> <b>“Early Stage Deals”</b> <b>Steve Carchedi</b> , Chief Marketing Officer <b>GE Healthcare - Medical Diagnostics</b> <b>Michael Cucolo</b> , Director Technology Transactions, Strategic Transactions Group, <b>Bristol-Myers Squibb Company</b> <b>Tim Saxton</b> , Vice President, Business Development, <b>Arecor</b> <b>Scott Siegel</b> , Vice President, Business Development <b>Ezose Sciences Inc.</b>
4:00 – 5:00 pm	Ongoing 30-Minute Partnering Sessions
4:00 – 5:00 pm	Ongoing 15-Minute Company Presentations
5:00 – 6:00 pm	Networking Cocktail Reception in the Exhibit Area

Continued on next page –

- 6:00 – 7:45 pm **Plenary Dinner & Keynote:**  
***“The Merck Model: Bringing our Passion for Science to Partnering”***  
**C. David Nicholson**, *B.S., Ph.D., Senior Vice President and Head, Worldwide Licensing and Knowledge Management*  
**Merck & Co., Inc.**
- 7:45 – 9:00 pm Networking Dessert Reception in the Exhibit Area

## Tuesday, May 24, 2011

- 8:00 – 8:30 am Continental Breakfast in the Exhibit Area
- 8:30 – 10:30 am **Plenary Session:**  
***“Non-Dilutive Funding as a Step Toward Validation”***  
**Brenda Gavin**, *Founding Partner*  
**Quaker BioVentures, Moderator**  
**Ram May-Ron**, *Managing Partner*  
**FreeMind Group**  
**Scott T. Megaffin**, *Senior Vice President, Commercial*  
**Onconova Therapeutics Inc.**  
**Richard Winneker**, *Ph.D., Senior Vice President, Research*  
**The Leukemia & Lymphoma Society**  
***“Investment Bankers Panel”***  
**Luke Beshar**, *SVP & CFO*  
**NPS Pharmaceuticals, Moderator**  
**Chris Hite**, *Global Co-Head, Healthcare Investment Banking*  
**Citigroup**  
**Stephen A. Hurly**, *Managing Director*  
**Boenning & Scattergood Inc.**  
**John Leone**, *Partner, Paul Capital Healthcare*  
**Graham A. Powis**, *Managing Director, Head of U.S. Equity Capital Markets, Lazard Frères & Co. LLC*
- 10:30 – 10:45 am Networking Break in the Exhibit Area
- 10:30 am – 12:30 pm Ongoing 30-Minute Partnering Sessions
- 10:45 am – 12:30 pm Ongoing 15-Minute Company Presentations
- 12:30 – 1:45 pm **Plenary Luncheon**  
***“What Big Pharma Wants and What Biotech Can Deliver”***  
**Steven J. Projan**, *Ph.D., FAAM, Innovative Medicines Head of Infectious Diseases and Vaccines, MedImmune*
- 1:45 pm Meeting Adjourns

# Keynote Speakers



**C. David Nicholson, B.S., Ph.D.**

*Senior Vice President and Head, Worldwide Licensing and Knowledge Management  
Merck & Co., Inc.*

Dr. David Nicholson's career spans more than 30 years in pharmaceutical research and development. Dr. Nicholson joined Merck in 2009 as S.V.P., Global Licensing and Knowledge Management. Prior, Dr. Nicholson served as S.V.P., Global Project Management and Drug Safety for Schering-Plough following its 2007 acquisition of Organon where he lead research and development for the company. Dr. Nicholson's 14-year tenure at Organon took him from Newhouse, Scotland, to Oss, Netherlands, where he also held positions that included pharmacology department head, head of research in the Netherlands and head of global research.



**Steven J. Projan, Ph.D., FAAM**

*Innovative Medicines Head of Infectious Diseases and Vaccines  
MedImmune*

Dr. Steve Projan joined MedImmune in 2010 as S.V.P., R&D and Innovative Medicines Head of Infectious Diseases and Vaccines following two years at Novartis as Global Head of Infectious Diseases and 15 years at Wyeth. Prior to Dr. Projan's work in industry he had a 14-year academic career at the Public Health Research Institute and has over 110 publications to his credit. At Wyeth, Dr. Projan was the Biology Team Leader of the Glycylcycline Discovery Team that produced tigecycline, an antibacterial drug for the treatment of drug resistant bacterial infections.



**Uwe Schoenbeck, Ph.D.**

*Chief Scientific Officer External R&D Innovation (ERDI)  
Pfizer Worldwide Research and Development*

Dr. Uwe Schoenbeck leads Pfizer's Worldwide Research and Development, External R&D Innovation (ERDI) team which seeks to identify and establish partnerships with outstanding biotech companies and key academic centers to gain first access to promising science, disease targets, drug candidates and technologies. His team works closely with colleagues across Pfizer including Business Development and Legal to harness these opportunities for the company. Dr. Schoenbeck is a member of the Worldwide R&D Leadership team (WRD-LT).

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