



The only place to meet the innovators behind the top 10 vaccines partnerships, sharing their secrets to success and providing participants with the tools for partnering and funding.

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10 VACCINE PARTNERSHIPS



Intercell & GSK
Surviving and thriving in an acquisition-oriented economy
Katherine Cohen, PhD
INTERCELL
Michel Baijot, GSK



Nabi Biopharmaceuticals & GSK
Maintaining strong brand identities while in strategic partnerships with big Pharma
Raafat Fahim, PhD
NABI BIOPHARMA-CEUTICALS



BioSante Pharmaceuticals & Cell Genesys
Ensuring small Biotech survival when big Pharma deals aren't forthcoming
Stephen M. Simes
BIOSANTE PHARMACEUTICALS



Globelmmune & Celgene
Making your vaccine commercially attractive in a crowded marketplace
Timothy Rodell, MD,
GLOBEIMMUNE



Novavax & Cadila Pharmaceuticals
Securing the right emerging market partnership for your platform
Rahul Singhvi, ScD, MBA
NOVAVAX



Sanofi Pasteur & Syntiron
Attracting big Pharma to your vaccine platform
Gavin Zealey SANOFI-PASTEUR
Joseph Shaw SYNTIRON



National Cancer Institute & Bavarian Nordic
Tackling challenges to deliver a therapeutic platform
James Gulley, MD
NIH/NATIONAL CANCER INSTITUTE
Jurgen Langharig, PhD
BAVARIAN NORDIC



Medicago & DARPA
Navigating the complex world of government partnerships
Frederic Ors MEDICAGO



Merck & The Wellcome Trust
Benefits of Public/Private partnerships
Mark Feinberg, MD
MERCK & CO. INC



Vaxinnate & Venture
Is the pulse of venture capital still beating?
Alan Shaw, PhD
VAXINNATE
Seth Rudnick, MD CANAAN PARTNERS

VACCINES are the continuing success story, **earning over \$27 billion in 2009 alone, despite difficult economic times for the pharmaceutical industry.**

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By 2012, vaccines are expected to bring in more than \$35 billion in revenue.

Business development heads must take a long hard look at their company's pipelines and pursue stronger vaccine portfolios. As the global demand for vaccines and their profitability continue to soar, pharmaceutical and biotech companies are increasingly looking for ways to secure the most lucrative partnerships possible to advance their vaccine platform development.

The Vaccine Business Congress is the only conference solely dedicated to fostering partnering opportunities in the vaccine space. Here, we bring together all of the major players in vaccine development, including big Pharma, small biotech, government, philanthropic organizations, and private investment companies. Participants obtain with **the tools to secure** the funding for their vaccine platforms, so they can stay competitive in a booming market in both developed and emerging markets.

The Vaccine Business Congress features 10 case studies from the top vaccine partnerships since 2008. These decision-makers share their secrets to success to help you get the funding you need for vaccine development.

In three days:

- Hear from **the key innovators** of behind successful vaccine partnerships
- Identify what **big Pharma** looks for when deciding on partnering in vaccine development
- Make your **biotech more attractive** to **big Pharma** and venture capitalists
- See the most exciting new vaccine **products and technologies** biotechs have to offer
- Experience hours of face to face networking time with leaders in vaccine business development
- Identify the most accessible emerging market opportunities for your company

Partnering Activities

The Vaccine Business Congress facilitates face-to-face meetings with the people you want to talk to through these tools:

- Pipeline Previews:** 5 minute rapid fire presentations in front of the entire audience to reveal new products and innovations in vaccine development.
- Solution Showcases:** 15 minute sessions presented by leading solution providers to introduce you to the services available to minimize the cost of development, research and commercialization.
- The Vaccine Business Congress Solutions Center:** The exhibition hall featuring leading innovators in vaccine partnering and research development.
- Quick Connection Sessions:** Speed Networking sessions during designated networking time in the Vaccine Business Congress Solutions Center.

Match Making Meetings: Attendees schedule on their own during designated networking times.
One on One Speaker/Sponsor Meetings: May be scheduled during certain sessions or during networking breaks (TBD).

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AGENDA

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Workshop Day | Wednesday, March 2, 2011

8:00	Registration and Morning Coffee
9:00	V1 Understand the Changes in the National Vaccine Plan to Maximize Government Sponsored Funding and Avoid FDA Scrutiny
	Part I National Vaccine Plan
10:30	30 Minute Morning Networking Break
11:00	Part II Public Health Emergency Medical Countermeasure Enterprise
12:30	Lunch for Workshop Participants
1:30	V2 Explore Emerging Markets to Successfully Implement Your Vaccine Platform and Expand Your Global Footprint
	Part I The View from Inside — Emerging Market Perspective Subhash Kapre, Executive Director, SERUM INSTITUTE OF INDIA
3:00	30 Minute Networking and Refreshment Break
3:30	Part II The View from Outside — Developed Market Perspective Regina Rabinovich, MD, Director, Infectious Diseases, Global Health Program, THE BILL AND MELINDA GATES FOUNDATION
	End of Workshop Day

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Key Legend Look for these icons to identify the sessions

Pipeline Previews	Keynote	Vaccine Partnership Spotlight
Solution Showcase	Panel Discussion	







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Main Conference, Day One | Thursday, March 3, 2011

7:30	Registration and morning coffee
8:00	Chairperson's Welcome and Opening Remarks
8:15	Keynote Navigating the Vaccine Development Deal Landscape – How the Loss of the "Middle Class" will Shape the Future of Vaccine Partnering
	Thomas P. Monath, MD, Partner, Pandemic and Biodefense Fund, KLEINER PERKINS CAUFIELD & BYERS, Adjunct Professor, HARVARD SCHOOL OF PUBLIC HEALTH, Formerly Chief Scientific Officer and Executive Director, ACAMBIS
9:00	Spotlight GlaxoSmithKline and Intercell
	Michel Baijot, Vice President, Development and Strategic Alliances, GSK Katherine Cohen, PhD, Senior Vice President, Global Head Corporate and Business Development, INTERCELL
9:20	Spotlight Nabi Biopharmaceuticals and GSK
	Raafat Fahim, PhD, President and CEO, NABI BIOPHARMACEUTICALS
9:40	Panel Create a Profitable Partnership to Achieve a Win-Win for Both Parties
	Katherine Cohen, PhD, Senior Vice President, Global Head Corporate and Business Development, INTERCELL Raafat Fahim, PhD, President and CEO, NABI BIOPHARMACEUTICALS
10:20	Networking Break
10:50	Keynote Special Presentation The Lone Ranger – Right on Target in Cancer Vaccine Development – The Story of Dendreon
	Greg Schiffman, Senior Vice President and CFO, DENDREON
11:10	Panel Hot Topic Debate Can Biotechs still Secure Private and Public Investment to Take One or More Products All the Way Through Clinical Development to Commercialization?
	Lance Gordon, PhD, CEO, IMMUNOBIOLOGICS, former CEO, VAXGEN, ORAVAX AND NORTH AMERICAN VACCINES, Board of Trustees, SABIN VACCINE INSTITUTE Jeffrey Hackman, SVP, Commercial Operations, INTERCELL Mark Monane, MD, Senior Analyst, Biotechnology & Life Sciences, NEEDHAM & COMPAN Greg Schiffman, Senior Vice President and CFO, DENDREON
11:50	Pipeline Previews

	12:10 Luncheon for Faculty and Participants
	1:30 BioSante Pharmaceuticals and Cell Genesys Stephen M. Simes, President and CEO, BIOSANTE PHARMACEUTICALS
	1:50 Determine How Biotechs Strategically Shift Their Business Models to Meet Pipeline Development Goals Don Beeman, CEO, LIGOCYTE Jürgen Langhärig, PhD, MBA, VP Business Development, BAVARIAN NORDIC Janice Kimpel, VP, Business Development, ALPHAVAX Stephen M. Simes, President & CEO, BIOSANTE PHARMACEUTICALS
	2:30 Solution Showcase
	2:45 Networking Break
	3:20 Globelimmune and Celgene Timothy Rodell, MD, President and CEO, GLOBEIMMUNE Gad Soffer, VP, Business Development, CELGENE
	3:40 Navigate a Crowded Marketplace to Make Your Vaccine Commercially Attractive David Kirke, Associate Director, ERA CONSULTING Jennifer R. Hanneschlager, PhD, Principal, TIBER CREEK PARTNERS, LLC Timothy Rodell, MD, President and CEO, GLOBEIMMUNE Gad Soffer, VP, Business Development, CELGENE
	4:20 Pipeline Previews
	4:40 Novavax and Cadila Pharmaceuticals Rahul Singhvi, ScD, MBA, CEO, NOVAVAX
	5:00 Secure the Right Emerging Market Partnership for Your Platform to Maximize Your Market Share in a Vast Global Economy Anthony Ford-Hutchinson, PhD, Senior Vice President, Vaccines Research and Development, MERCK RESEARCH LABORATORIES Subhash Kapre – Executive Director, SERUM INSTITUTE OF INDIA Regina Rabinovich, MD, Director, Infectious Diseases, Global Health Program, THE BILL AND MELINDA GATES FOUNDATION Rahul Singhvi, ScD, MBA, CEO, NOVAVAX
	5:40 Close of Day One
Main Conference, Day Two Friday, March 4, 2011	
	7:30 Morning coffee
	8:30 Chairperson's Opening Remarks
	8:40 Sanofi-pasteur and Syntiron Gavin Zealey, Sr. Director, Corporate Development, SANOPI-PASTEUR Joseph Shaw, CEO, SYNTIRON
	9:00 What are Big Pharma BD Chiefs Looking For? Michel Baijot, VP, Development and Strategic Alliances, GSK Riccardo Manetti, Global Head, Global Head of Search and Evaluation, Business Development and Licensing, NOVARTIS VACCINES & DIAGNOSTICS AG Michael N. Robertson, MD, Senior Director, External Scientific Affairs, MERCK & CO., INC Gavin Zealey, Senior Director, Corporate Development, SANOPI-PASTEUR
	9:40 Pipeline Previews
	10:00 Networking Break
	10:20 Medicago & Defense Advanced Research Projects Agency (DARPA) Frederic Ors, VP, Business Development, MEDICAGO
	10:40 National Cancer Institute and Bavarian Nordic James Gulley, MD, PhD, Director Clinical Trials Group, NATIONAL CANCER INSTITUTE / NATIONAL INSTITUTES OF HEALTH Jürgen Langhärig, PhD, VP Business Development, BAVARIAN NORDIC

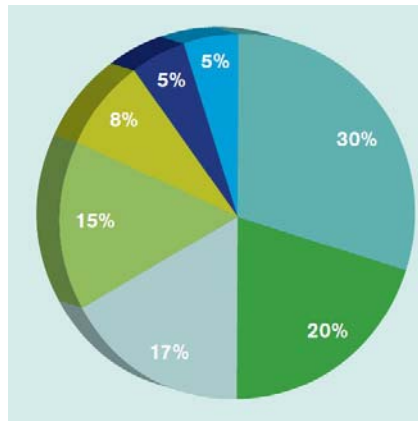
11:00	Tackle Challenges to Deliver a Therapeutic Vaccine Platform in a High Risk Environment Joyce Pei, Director, Global Strategy, ROCHE PHARMA PARTNERING
11:40	 Navigate the Complex World of Government Partnerships to Secure Funding for Your Vaccine Platform Gerald Kovacs, MD, Director, Division of CBRN Countermeasures, BARDA , Assistant Secretary for Preparedness and Response, US DEPARTMENT OF HEALTH AND HUMAN SERVICES James Gulley, MD, PhD, Director Clinical Trials Group, NATIONAL CANCER INSTITUTE/ NATIONAL INSTITUTES OF HEALTH
12:10	Luncheon for Speakers and Attendees
1:10	Solution Showcase 
1:25	 Merck and the Wellcome Trust with Discussion on the Benefits of Public/Private Partnerships Mark Feinberg, MD, PhD, Head of Medical Affairs, Vaccines, MERCK & CO. INC
1:50	 VaxInnate Continues to Secure VC Funding Across its Pipeline Alan Shaw, PhD, CSO, and Chairman of the Board, VAXINNATE Seth Rudnick, MD, Venture Partner, CANAA N PARTNERS
2:10	 Determine What Attracts Investors in a Gun Shy Economy and Whether the Pulse of Vaccine Capital is Still Beating Douglass Given, MD, President and CEO, VIVALDI BIOSCIENCES , Investment Partner, BAY CITY CAPITAL Stephen Knight, Managing Partner, FIDELITY VENTURE HEALTHCARE Eric Aguiar, Partner, THOMAS MCNERNEY Fred Schwarzer, Managing Partner, CHARTER LIFE SCIENCES
2:50	2010 Vaccine Excellence in Partnering Awards Presentation
3:10	Closing Remarks from Conference Chair
3:30	Close of The Vaccine Business Congress – See you next year!

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WHO WILL YOU MEET?



This event is designed for CEOs, COOs, CMOs, CFOs, SVPs, EVPs, VPs, Global Directors, Global Heads, Heads, Executive Directors, Senior Directors, Directors, Managing Partners, Partners, Principals, and Associates with titles in the following areas:

- W Business Development - 30%
- W Vaccines R&D - 20%
- W C-Level Executives - 17%
- W Licensing - 15%
- W Venture Capitalist - 8%
- W Financial Analyst - 5%
- W Strategic Alliances - 5%

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Pharma Voice

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