

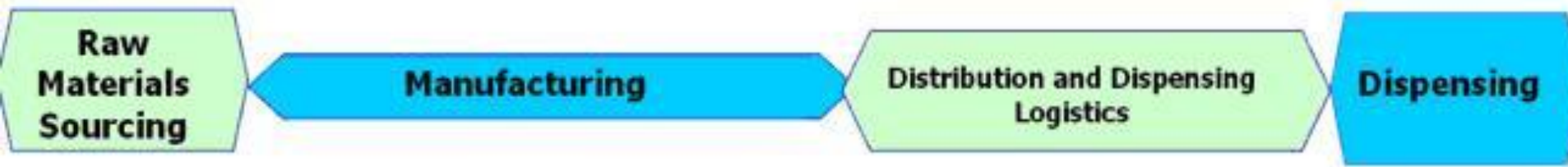
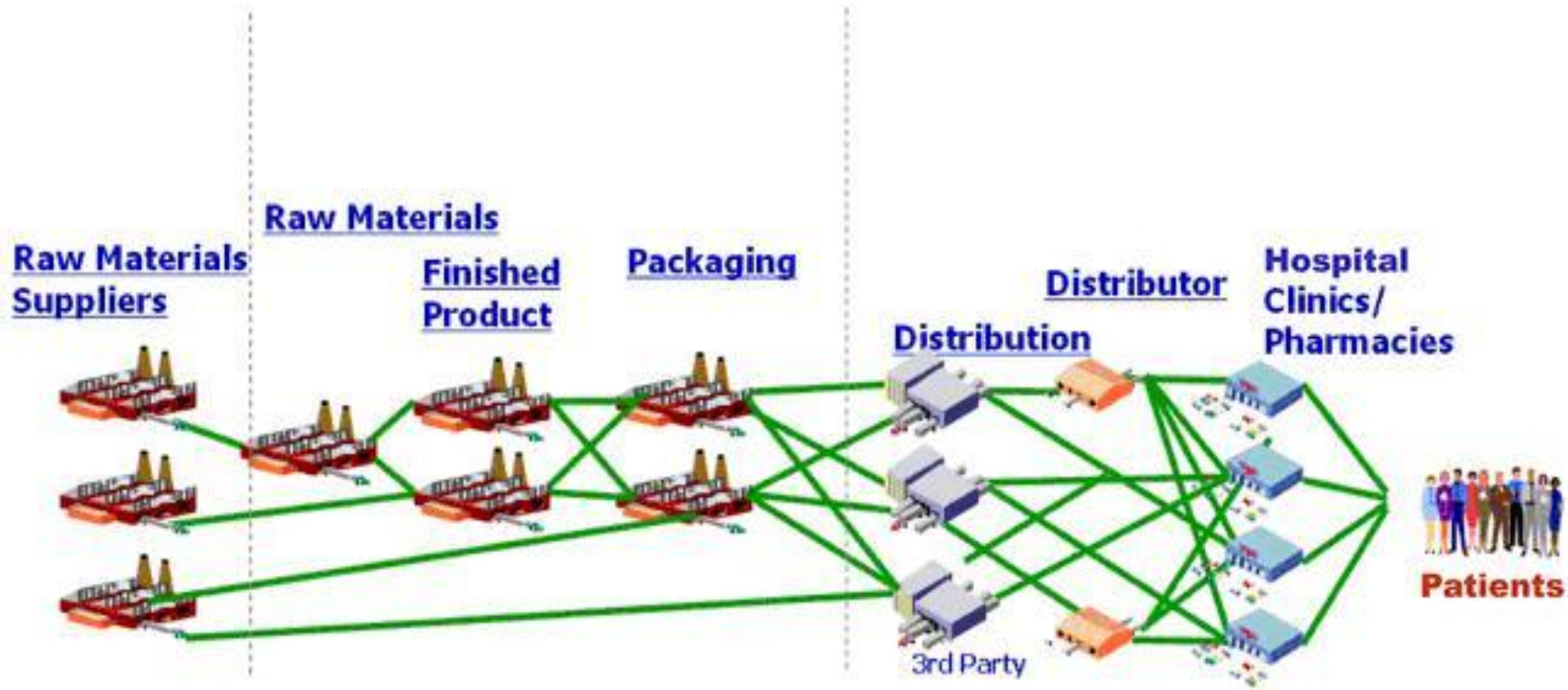
B2B Relationships in the Life Sciences Industries

Tim Salaver
APICS Golden Gate Chapter

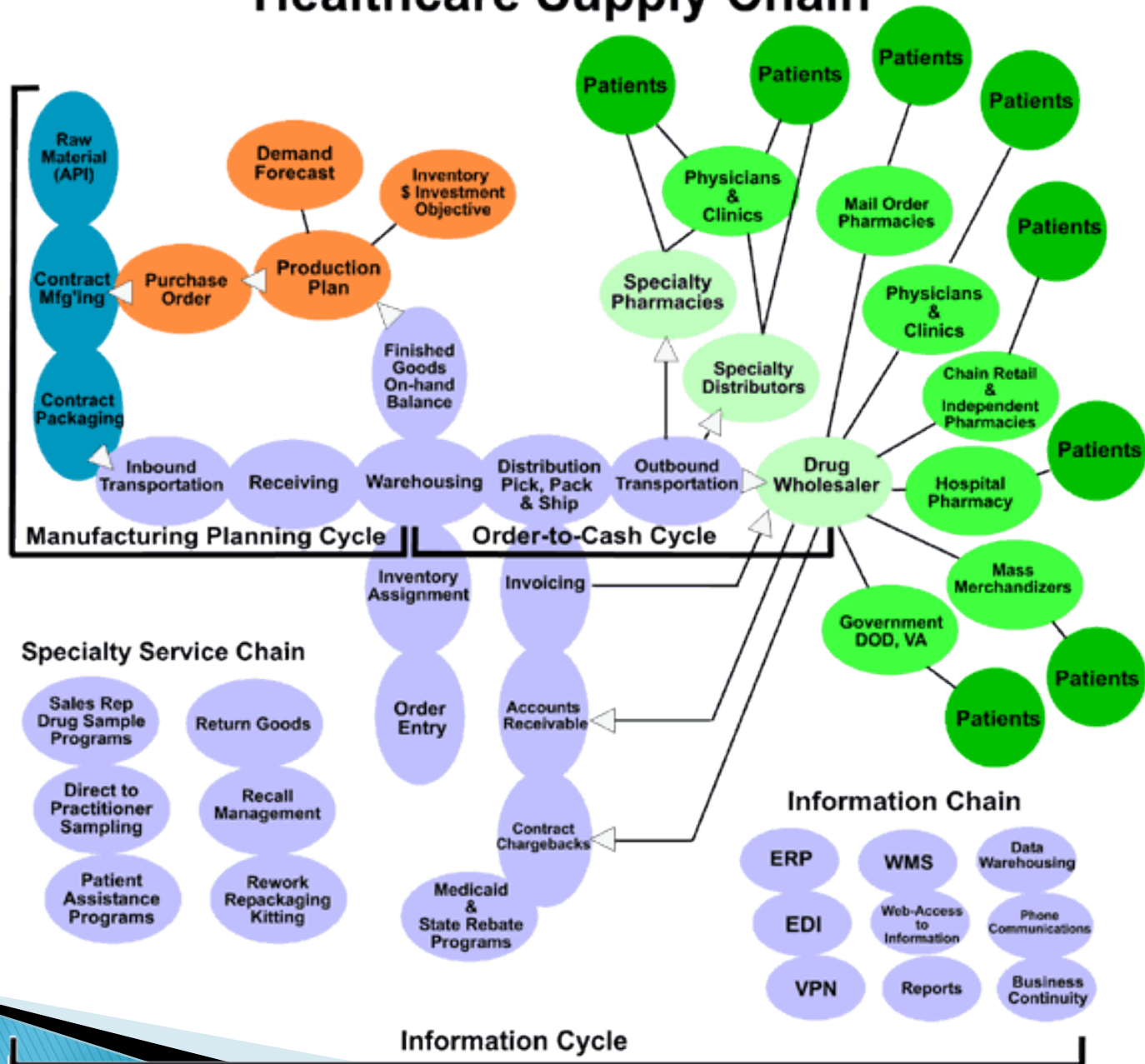
What is Life Sciences

- ▶ Biotechnology
 - ▶ Biopharma
 - ▶ Pharmaceuticals
 - ▶ Biomedical Devices
 - ▶ Neutraceuticals
 - ▶ Distribution
 - ▶ Healthcare
 - ▶ Regulatory
- 

Pharmaceutical Supply Chain



Healthcare Supply Chain



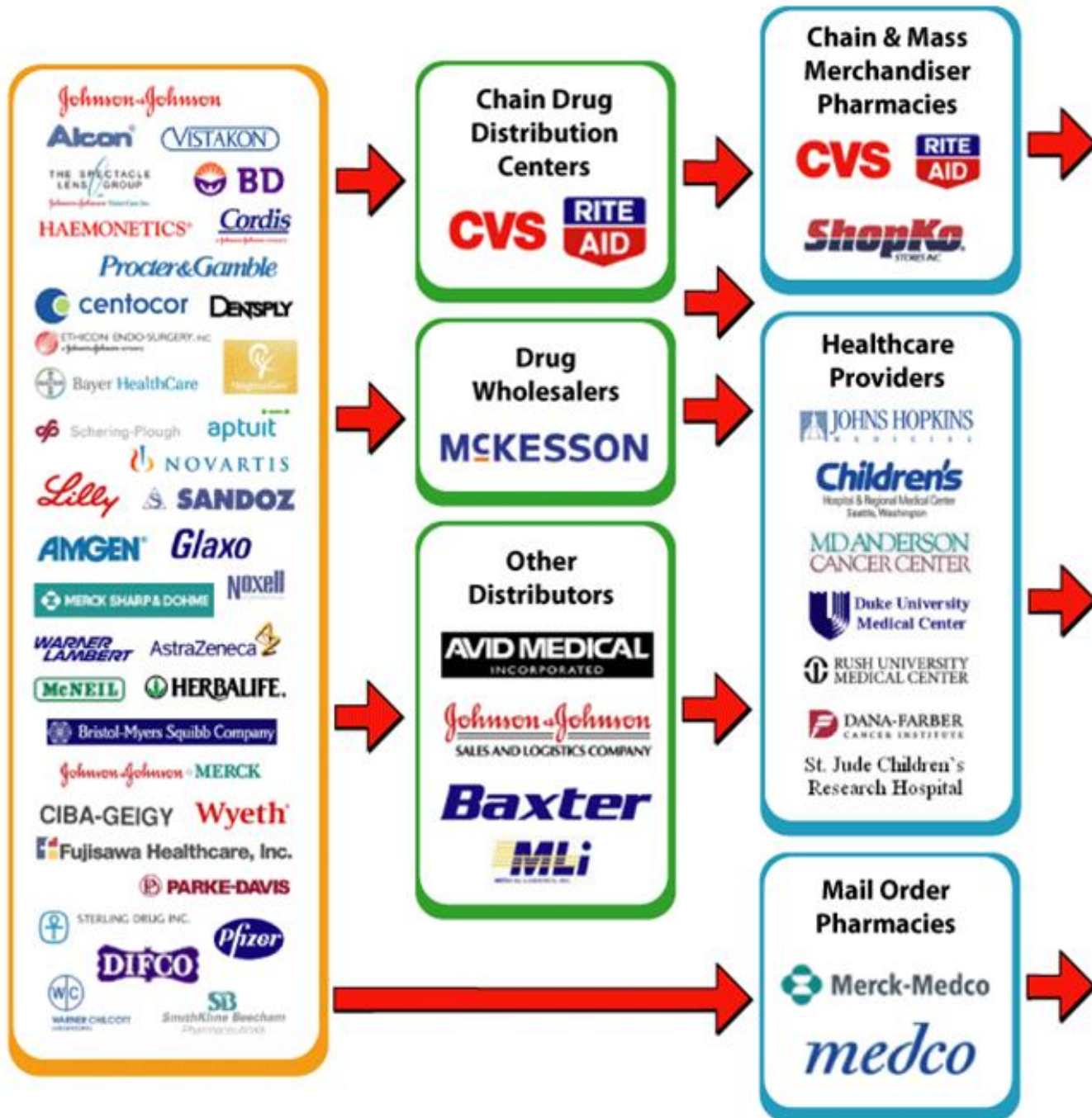
SOURCES

MANUFACTURERS

DISTRIBUTORS

RETAILERS

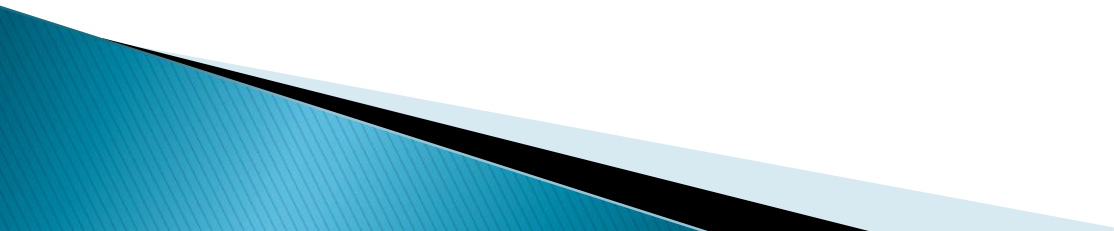
CUSTOMERS



National Life Science Partners

- ▶ Bio.org
 - ▶ Phrma.org
 - ▶ AHRMM
 - ▶ CSCMP
 - ▶ ISM
 - ▶ National companies (sponsors, speakers)
 - ▶ <http://www.pharmaceuticalsupplychain.org/>
- 

Supply Chain Talent Management

- ▶ Steal from other industries
 - ▶ Need professional development
 - ▶ Many require APICS Certification
 - ▶ Important for enterprise and individual
 - ▶ Periodic topic and subject webinars...good for CBAR
 - ▶ Develop from within
- 

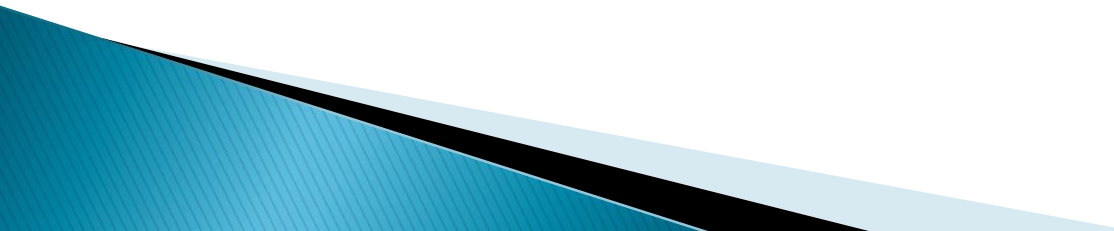
Niche fit for SW District

- ▶ San Diego/La Jolla
- ▶ Las Vegas
- ▶ Ventura
- ▶ Irvine
- ▶ Los Angeles
- ▶ Riverside
- ▶ Carlsbad
- ▶ Costa Mesa
- ▶ Hospitals everywhere
- ▶ Arizona BioIndustry Association
- ▶ Southern California Biomedical Council (LA)
- ▶ Nevada Biotechnology & Bioscience Consortium
- ▶ Baybio (CA)
- ▶ BIOCOM (SoCAL)
- ▶ California Healthcare Institute (La Jolla)

GEO AREAS

PARTNERS

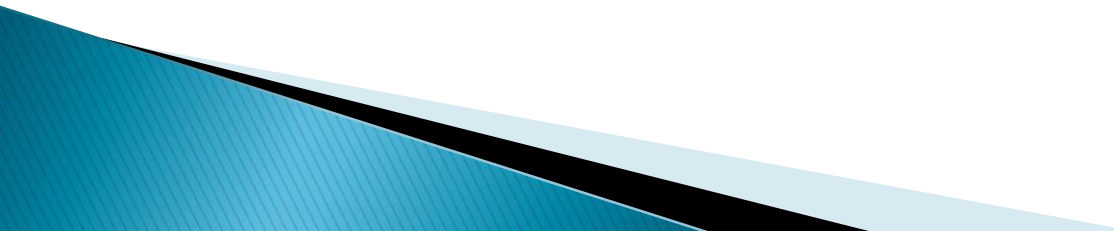
Activities

- ▶ Establish APICS Life Sciences SIG
 - ▶ Create Alliance of APICS Chapters
 - ▶ Establish Life Sciences Conference
 - ▶ Develop Life Sciences Webinars
 - ▶ Email blasts
 - ▶ Press Releases
 - ▶ Webinars
 - ▶ Website
- 

Areas of Interest

- ▶ Cold Chain Management
 - ▶ Talent Management
 - ▶ Information Technology
 - ▶ Distribution Management
 - ▶ Inventory Management
 - ▶ Logistics Management
 - ▶ Warehouse Management
 - ▶ Clinical Supply Chain
- 

Chapter Benefits

- ▶ Members
 - Enterprise
 - Individuals
 - ▶ Certification Courses
 - ▶ Knowledge-based content
 - ▶ Greater activity
- 

Q&A

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Co-Founder, Bio Supply Management Alliance
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