



the annual
SHARING
CONFERENCE™
COMPLIANCE • TRANSPARENCY • PDMA • OIG

MGM National Harbor
101 MGM National Ave.
Oxon Hill, MD

TUE May 17, 2022 –
THU May 19, 2022

Sample Distribution Models: Where We Are and Where We're Going A presentation and panel discussion featuring:

Eric Johnson
Knipper Health

Devang Modi
Bausch Healthcare

Steve Conn
Genesis Life Science Logistics

Moderated by Sharing Alliance Advisor Mark Adams

Sample Distribution Models have been evolving over the past 15 years. However, the most significant changes have occurred in the past few years. These changes have been implemented to maintain operational efficiency and regulatory compliance. Key causative factors for these changes include reduction in field sales representatives; increase in cold chain products for sampling; the COVID-19 pandemic and subsequent FDA guidance; and, highly restrictive access/no access to practitioners.

This panel discussion will cover existing models, shifts within the sample distribution umbrella, new models, and hybrid models bridging pieces from existing sample distribution models. The presentation will include:

- An overview of the aforementioned models
- The benefits associated with each model
- Unique compliance issues associated with migrating to a different model and how best to mitigate the risk
- Operational efficiencies gleaned and/or additional expenses incurred
- Monitoring and trending of the data to self identify areas of risk, with a corrective action plan
- Looking into the crystal ball - what does the future look like

Attendees are invited to bring questions and be a part of this timely and informative discussion.

[View the three day conference agenda now.](#) Not yet registered for the Sharing Conference™? No worries, [register today](#) and [book your room here.](#) [Contact us](#) to learn more about how industry teams of three get one additional registration free.

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