



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

Building Successful Strategic Partnerships – Pharma Companies & 3rd Party Vendors Working Together

Presented By:

Marc Chester
Howell Marketing Services

Teresa Farmer, MBA
Otsuka America Pharmaceutical, Inc.

Pharmaceutical companies rely heavily on 3rd party vendors to keep their business moving forward.

As demonstrated during these pandemic times, a trusted partner is an extension of your organization. For successful business operations, vendors need to do more than provide service, but rather, they need to be agile and provide solutions.

Our two speakers will touch upon the following merits of a successful relationship during their presentation: Strategic Alignment, Communication, Data Sharing, Compliant Solutions, and successful Program Monitoring.

Time will be allotted for questions and answers on this everyday topic that impacts all attendees.

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Interested in who will be in our exhibit hall?

If you are a vendor who provides commercial operations compliance services and solutions to the life sciences industry, visit the exhibitor section for details on how you may participate.



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