



The 34th Annual
Sharing Conference™
Compliance | Transparency | PDMA | OIG
October 7–9, 2026
Princeton Marriott at Forrestal, NJ

WORKSHOP ANNOUNCEMENT

Hand-Carry vs. Direct-to-Practitioner: Balancing Compliance, Efficiency, and the HCP Experience in Modern Sample Distribution

Presented By



Steven Conn

Senior Vice President,
Commercial
Development,
Genesis Logistics



Jennifer Kretsch

Associate Director,
Sales Operations,
Gilead Sciences



Aaron M. Lehtikainen

Associate Director,
Sample Compliance &
Accountability Lead -
Lilly USA, Eli Lilly
and Company

As pharmaceutical sample distribution models evolve, organizations are increasingly weighing the pros and cons of traditional hand-carry sample delivery and Direct-to-Practitioner (DTP) shipping models. Each approach presents unique opportunities and challenges related to compliance, operational efficiency, field force experience, customer expectations, and sample accountability.

During this interactive workshop, our experienced presenters will draw on their extensive knowledge in sample distribution to guide attendees through the advantages, risks, and emerging best practices associated with both models. They'll explore the key compliance, logistics, and operational questions that accompany each approach — covering topics such as PDMA requirements, chain of custody, signature and receipt processes, inventory controls, audit readiness, customer preferences, and the impact of evolving technology and field operations.

Whether your organization is committed to one model, considering a shift, or trying to strike a balance between them, this session offers a valuable opportunity to gain real-world knowledge and learn from peers navigating the same challenges.

[Register for the Sharing Conference](#)

Early bird registration ends soon!

Already registered? Share this email with colleagues and take advantage of the team discount.

About the Sharing Conference

The Sharing Conference is the life science industry's premier compliance-focused event, uniting professionals across the pharmaceutical, biotech, and medical device sectors to exchange insights, uncover ideas, and strengthen their expertise. We are committed to helping our community stay ahead of the industry's ever-evolving regulatory landscape, ensuring compliance professionals are well-prepared to play their part in securing a safe and effective drug supply.

[Learn More](#)

Room Block Information

We're pleased to offer a discounted room block rate of \$199/night (plus tax) at the Princeton Marriott at Forrestal. This special rate is available 2 days before and 2 days after the conference. Book your room by Monday, September 21, 2026 to lock in the rate and make the most of your time at the conference.

[Book Your Room](#)

Or call 1-800-228-9290 and mention the 2026 Sharing Conference.

Bring Your Team

When three people from the same pharmaceutical, medical device, or biotech company register, a fourth may register for **FREE**. Pass this along to your colleagues to maximize your team's training budget and conference experience. Contact mail@sharingalliance.org for details.



Vendors that provide commercial operations and/or compliance services to the life sciences industry must purchase a booth package to participate in the Sharing Conference. Please visit the [exhibitor page](#) on our site for more information.



The Sharing Alliance
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