



**Nexus Conference**  
Alliances • Collaboration • Partnering



# 23<sup>rd</sup> BioPharma Clinical Trials Nexus



Innovating Clinical Pathways for Tomorrow



**7<sup>th</sup> - 8<sup>th</sup> May, 2025**

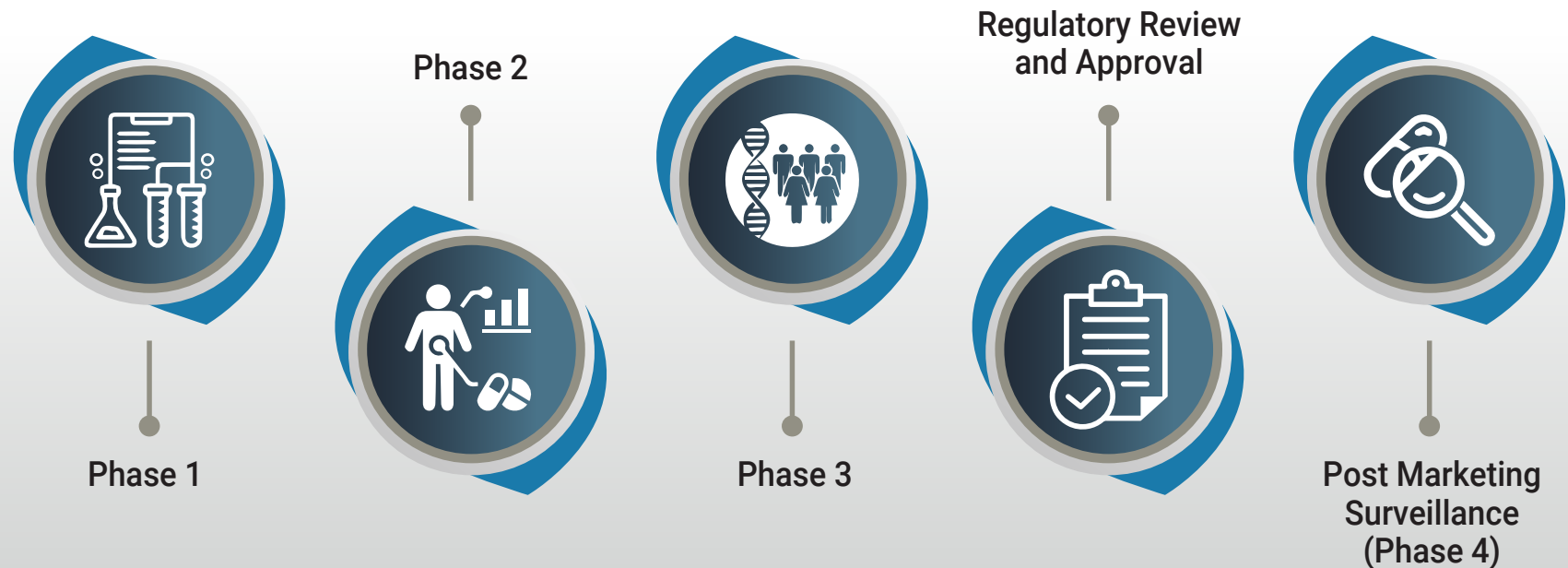


**Embassy Suites by Hilton, San Francisco**

## What to Expect this Year?

Welcome to our 23rd BioPharma Clinical Trials Nexus Conference in San Francisco, CA, on May 7th-8th, 2025. This distinguished event offers a unique platform for networking with prominent leaders across Pharma/Biotech, CRO's and sites in the clinical trials space. Unlike a conventional tradeshow, this conference is specifically designed to facilitate strategic networking, lead generation, and business development opportunities in a more informal, focused environment. Attendees will have the opportunity to engage with pioneering innovations, address critical industry challenges, and accelerate the sales process by cultivating direct relationships with key decision-makers shaping the future of clinical trial industry. Don't miss the opportunity to participate in transformative discussions and influence the direction of the industry.

## Key to Success in Clinical Development



## Why Sponsor Nexus Conference

Because we've got your ideal conference experience in mind.

### More Buyers than Sellers

This is not a tradeshow.  
More buyers than sellers means access to the people you actually want to meet. Nexus Conference is networking and getting business done.



### VIP Status for All

We invite you to fully embrace the Nexus Conference experience. Download the event app, attend networking sessions. Unwind at a luxury resort. Enjoy your stay with us.



### Targeting Made Easy

Host private events, 1-to-1 meetings, and evening receptions to make networking easy. And with tools like key business intelligence about their upcoming projects, your sales team will thank you.





## Engagement Activities

### » Speaking Engagement:

You can avail speaking opportunity to deliver a compelling presentation that not only highlights your company's innovative solutions but also aligns seamlessly with the overarching conference theme. Propose an ideal time slot and provide an abstract to clarify the session's focus. The presentation will be followed by an interactive Q&A to engage the audience and foster meaningful discussion.



### » Panel Discussion

As a panelist, you'll join key industry leaders from pharma/biotech to discuss a common topic. This is an opportunity to highlight your company directly in front of industry decision-makers through mutual discussion. The 60-minute session ensures a structured and impactful conversation, with audience questions either curated or asked directly. Panelists and the moderator will connect via email at least four weeks in advance to align on key discussion points and ensure a seamless discussion.



### » Roundtable Discussion

In a Roundtable discussion, you'll join various industry professionals from the pharma/biotech sectors to discuss a mutual topic during an informal networking session. You can share your company's expertise and engage with peers in a relaxed environment without direct audience involvement. The session, may be facilitated by the moderator, encourages participants to exchange valuable insights during a 30-minute interactive discussion.



## Meeting Scheduler

### » **Personalized Attendee and Company Profiles**

Attendees can create personalized profiles that showcase their company profile, personal profile, contact information, projects and services.

### » **Direct Access to Attendee Profiles**

Attendee profiles, including direct contact details, meeting request status accepted/declined, and chat options, can be accessed using the desired filters in the meeting request section.

### » **Select Meeting Partners**

Participants can choose sponsors and vendors based on their priorities and chat with the desired decision-makers to understand their project details and vendor selection criteria before sending an official meeting request.

### » **Flexible Partnering Program**

The platform's flexible partnering program adjusts the attendee's meeting itinerary according to their availability, ensuring they meet with the most relevant contacts.

### » **Easy Meeting Scheduling and Status Tracking**

Attendees can send meeting requests to prequalified contacts, and a table number will be allocated for each scheduled meeting on the day of the event. Additionally, you can effortlessly track the status of requests, including whether meetings have been viewed, if requests are pending, or if any further action is needed.

### » **Networking Opportunities**

Attendees can download their itinerary from the dashboard to facilitate networking opportunities and ensure they don't miss any important meetings or events.

## Bespoke ROI Strategy

A Bespoke ROI Strategy is a highly tailored approach for the companies to create brand awareness before attending the event, enhancing market engagement, amplifying promotional benefits, and aligning with your unique goals to deliver maximum impact.

### » Customised Campaign

We will create a customised campaign and distribute a tailored newsletter featuring your company brochure to our therapeutically segmented database, ensuring targeted outreach to relevant audiences.

### » Website Integration

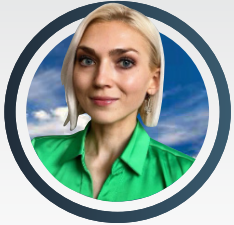
Through custom campaigns, we will increase footprints on your website. Your company can integrate a Google plugin on the website to track and analyse the increased traffic and engagement resulting from our promotional efforts.

### » Global Outreach

As our conferences are taking place across Europe and the USA, we will introduce and promote your company as an exclusive or platinum sponsor in all events, extending your market reach and attracting interest from diverse markets.



## Our Invited Speakers



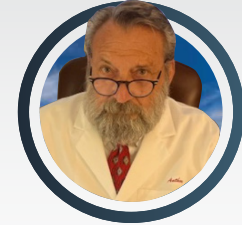
**Katia Stakhiv, PhD**  
Associate Director  
**Horizon Therapeutics**



**Nina Lewis, MPH**  
Senior Director  
Clinical Operations  
**Altesa BioSciences**



**Linnea Olsson, MPH**  
Director, Clinical  
Operations  
**Bristol Myers Squibb**



**Anthony Maida**  
Chief Clinical Officer  
**Oncotelic Therapeutics**



**Susan Howard**  
Senior Director,  
Data Management  
**Verismo Therapeutic**



**Paula Gutierrez**  
Sr. Director, Patient &  
Clinical Trial Engagement  
**ProKidney Corp**



**Sean Cunningham**  
Regional Director,  
Americas-Study Site Engagement  
**Takeda**



**Thiago Favano, Pharm D, MBA**  
Senior Director,  
Program Operations  
**MiNK Therapeutics**



**Jerry Wu**  
Associate Director  
**Ascentage Pharma**



**Judyth (Judy) Zahora, PMP**  
Sr. Director, Clinical QA &  
Process Improvement  
**Zentalis Pharmaceuticals**



**Diana Stefani, MD, MBA**  
Global Clinical Development  
Sr. Medical Director  
**Incyte**



**Liz Polvent**  
Sr. Director,  
Clinical Operations  
**ArthroSi Therapeutics**

### Clinical Trials Operations

#### ➤ Speaker Topics

- Risk-Based Monitoring (RBM): Enhancing Data Quality and Reducing Operational Risk
- Global Clinical Trial Operations: Navigating Regulatory and Operational Complexities Across Borders
- Unleashing the Vital Potential of Collaborations and Customization in Clinical Research: An Approach with Cell & Gene Therapy Model
- Data Security and Privacy in Clinical Trials: Navigating Evolving Regulations

#### ➤ Featured Panel & Roundtable Topics

- Running Clinical Trials in Different Geographic Regions: Assessing Opportunities and Challenges
- From Insight to Impact: How Medical Affairs and Clinical Operations Unite to Accelerate Success
- Innovative Trial Planning for Small and Mid-Sized Biotechs: Maximizing Agility Without the Burden of Legacy Systems

### Clinical Trials Outsourcing and Vendor Selection

#### ➤ Speaker Topics

- Redefining Success: How to Choose the Perfect CRO Partner for Your Trials
- Building a Governance Model and Developing CRO/Sponsor Accountability for Successful Long-Term Partnerships
- Driving Efficiency in Trial Management: Innovations in Data Management, Site Operations, and Vendor Oversight

#### ➤ Featured Panel & Roundtable Topics

- The Vendor Selection Lifecycle: Best Practices for Biotech Startups
- Finding the Right Fit: Small Biotechs vs. Large CROs vs. Niche Vendors
- Budget Management in Clinical Outsourcing: Where to Cut Costs Without Compromising Quality
- Vendor Performance Metrics: Setting KPIs That Drive Success



# Advance Patient Centricity

## ➤ Speaker Topics

- Stay Human in Digital Age: Create Inclusive Digital Experiences for Your Patients
- Patient Involvement and Patient Reported Outcomes. Does it make a difference?
- Engaging and Understanding Patients and HCPs to Improve Accessibility, Enrollment, Retention, and Outcomes
- Ethics of Patient Data: Ownership, Security, and Trust in the Digital Age
- Is Patient-Centricity in Clinical Trials Just Hype or Genuine Care?
- Collaborating with Advocacy Groups to Enhance Trial Access and Awareness

## ➤ Featured Panel & Roundtable Topics

- What Do Real Patients Actually Talk About? Let's highlight True Challenges of patients
- Patient Involvement & Engagement - Is it a Conversation or an Obligation?
- Power to the Patients: Disrupting Pharma's Outdated Clinical Trials for a Better Future
- Future of Patient Centricity: What Will Trials Look Like in 2030?

# Site Engagement & Sponsor Relationships

## ➤ Speaker Topics

- What Drives Site Satisfaction? Open Feedback from Site Leaders
- Balancing Metrics: Sponsor Expectations vs. Site Realities
- Mastering the Art of Site Selection: Balancing Technology, Geography and Patient Access
- Let's Craft a Winning Clinical Research Journey through Sustainable Strategies for Sites
- Leveraging AI and Automation to Reduce Site Workloads

## ➤ Featured Panel & Roundtable Topics

- Building Trust and Transparency: How Sponsors, Service Providers, and Sites Can Work Together Seamlessly
- Critical Success Factors while Planning for Site Selection and Patient Recruitment
- From Contracting to Close-Out: What Do Sites Really Need from Sponsors?

## Clinical Innovation and Technology

### ➤ Speaker Topics

- Maximizing Digital Platforms for Advanced Monitoring, Communication, and Decision-Making in Global Clinical Trial
- From Data Overload to Actionable Insights: Optimizing Trial Data Management
- AI and Digitalization in Clinical trials
- AI-Driven Patient Recruitment: Case Studies in Accelerating Enrollment
- Behind the Wheel: Empowering Patients in Clinical Trials with Cutting-Edge Technology
- Leveraging Digital Platforms for Real-Time Data Insights and Decision-Making

### ➤ Featured Panel & Roundtable Topics

- Decentralized vs. Hybrid Trials: Which Model Works Best for Different Therapeutic Areas?
- Rare Disease Research Revolution: How Clinical Trials are Transforming the Landscape
- Adopting Digital Therapeutics: Opportunities and Risks for Clinical Trials
- The Future of Clinical Trial Technologies: What's on the Horizon?

## Agenda At Glance

### Day 1

08:00 - 08:10	Registration
08:10 - 08:15	Welcome & Chairperson Address
08:15 - 08:35	Presentation
08:35 - 09:35	Panel Discussion
09:35 - 11:35	Mid-Morning Networking Session
10:15 - 10:45	Roundtable Discussion
11:35 - 11:55	Presentation
11:55 - 12:15	Presentation
12:15 - 12:35	Presentation
12:35 - 01:20	Lunch Break & Networking Session
01:20 - 01:40	Presentation
01:40 - 02:40	Panel Discussion
02:40 - 04:40	Afternoon Networking Session
03:20 - 03:50	Roundtable Discussion
04:40 - 05:00	Presentation
05:00 - 05:20	Presentation
05:20 - 05:25	Closing Remarks

### Day 2

08:00 - 08:10	Registration
08:10 - 08:15	Welcome & Chairperson Address
08:15 - 08:35	Presentation
08:35 - 09:35	Panel Discussion
09:35 - 11:35	Mid-Morning Networking Session
10:15 - 10:45	Roundtable Discussion
11:35 - 11:55	Presentation
11:55 - 12:15	Presentation
12:15 - 12:35	Presentation
12:35 - 01:20	Lunch Break & Networking Session
01:20 - 01:40	Presentation
01:40 - 02:40	Panel Discussion
02:40 - 04:40	Afternoon Networking Session
03:20 - 03:50	Roundtable Discussion
04:40 - 05:00	Presentation
05:00 - 05:20	Presentation
05:20 - 05:25	Closing Remarks

## Reviews

### Director European Business Development, biorasi

I attended BioPharma Nexus Conference and would like to share my positive feedback. Six qualified leads that's great outcome in my evaluation.



### Chief Executive Officer, VERUM

It's my first time to sponsor Clinical Trials Nexus performed by Procurement Direct. I would like to underline during this event you can meet big pharma representatives but also small-middle pharma and biotech which is very important to develop the business for small-midsize CRO.



### Head of Gsap CRO, Gsap

On behalf of Gsap and myself I would like to thank you for a very successful conference. It was very well organised.



### Chief Legal Officer, ICE Global Consulting

The overall experience was excellent. What I enjoyed the most was being able to make real connections. My most meaningful conversations were the ones that were not (or did not feel) "forced" or pre-arranged.



### Sr Director, Amarex, Amarex Clinical Research

Networking sessions and one-on-one meetings were a very good part of the program. It seems the right companies (small biotech/biopharma) were in attendance. I would recommend the conference.



### Business Development Director, MEDSIR

It was a great experience. It was easy to engage in conversations with all the attendees. On the other hand, the social media visibility and coverage was managed very well with high impact on LinkedIn.



### Business Development Director, MyData-TRUST

It was a great event for us, we made some good contacts.





## Service / Solution Providers

### Sponsorship Opportunities

	Exclusive	Platinum	Premium	Standard
Delegate Pass	2	1	2	1
Speaking Engagement	✓	✓	×	×
Bespoke ROI Strategy	✓	✓	×	×
Exhibition	✓	×	✓	×
Pre-arranged Meetings	12	8	×	×
2 Days Access to Conference and Networking Area	✓	✓	✓	✓
2 Days Access to 1-2-1 Meeting Areas	✓	✓	✓	✓
Access to Meeting Platform	✓	✓	×	×
Short Profile on Meeting Platform	✓	✓	×	×
Hard Copy of Event Booklet	✓	✓	✓	✓
Full Page Advertisement in Event Booklet	✓	×	×	×
Company & Personal Profile of 100 Words	✓	✓	✓	✓
Partner Logo on Event Website	✓	✓	✓	✓
Coffee & Lunch Seats	✓	✓	✓	✓
Discounted Room Reservation Link	✓	✓	×	×
	\$11995	\$8995	\$4995	\$1995

## Sponsorship Add-On Options

### WIFI Sponsorship

**\$ 2000**

WIFI sponsorship will allow you high brand visibility by promoting your company name as customised username/password. Your logo will be displayed on the location signage advertising the username and password.

### Name Badge Sponsorship

**\$ 4000**

This opportunity provides guaranteed prominent corporate visibility throughout the conference. Your logo will be displayed on the name badges of the Conference.

### Lanyard Sponsorship

**\$ 4000**

Each attendee will be given a lanyard with the sponsor's logo and this will be worn with the name badges by all participants for the entire Conference.

### Water Refill Station Sponsorship

**\$ 4000**

This opportunity will give you the privilege to highlight a healthy image of your business by providing fresh water to the participants. This includes on-site advertising.



## Sponsorship Add-On Options

### Coffee Sponsorship

**\$ 5000 per day**

You will be able to get branding rights of the coffee area including table signs in the break areas.

### Luncheon Sponsorship

**\$ 10000 per day**

This opportunity will give you branding rights of buffet stations including table signs in the break areas.

### Customise Your Sponsorship

These are just examples and it can be customised according to your business needs. Kindly contact us to customise your sponsorship package.



## Upcoming Events

**22<sup>nd</sup> BioPharma  
Clinical Trials Nexus**  
13th - 14th March, 2025  
Hyperion Hotel Basel, Switzerland

**24<sup>th</sup> BioPharma  
Clinical Trials Nexus**  
21st - 22nd Oct, 2025 | Philadelphia, PA