



PING



Pharmaceutical Industry Network Group



UK life sciences opportunities in a changed world

Brought to you by VWV, with the support of IQVIA and Hertfordshire Local Enterprise Partnership.

We are delighted to be bringing you the **2021 PING Conference** on **Wednesday 17 November**.

Supporter & Host Profiles



Hertfordshire
Local Enterprise
Partnership





Laura Barrell

Senior Associate, VWV

Laura is a Senior Associate in the Commercial team and a key member of VWV's Pharma & Life Sciences sector. She assists the team with a diverse range of instructions, from general commercial contracts to specialist Pharma & Life Sciences matters - particularly those relating to clinical trials, research collaborations, intellectual property issues with innovative technologies and early stage drug/device development.

Laura has vast experience in dealing with VWV Pharma & Life Sciences/biotech clients, in both the commercial and academic

environments, due to her sector specialisms in these areas. Her involvement offers a cost-effective approach for clients without compromising on sector knowledge.

Laura is also the lead commercial/specialist intellectual property advisor on multiple early stage/start-up/spin-out funding and investment deals, including in the area of innovative cell and gene therapy and genomics with a focus on patent licensing and R&D/collaboration agreements.

She has undertaken several successful secondments with

a mixture of VWV's pharma/tech/education clients, including assisting the Clinical Trials Contracts Unit of a leading cancer research charity (on several occasions) and listed pharmaceutical manufacturing company across a variety of commercial contracts as Senior Legal Counsel.

She is also a regular provider of webinar and seminar training programmes to both clients and external organisations. Laura also regularly supports VWV's Lawyer in Residence surgeries and clinics for early stage companies.



Nitin Dahad

Chair - Enterprise & Innovation Board; SME Champion, Hertfordshire Local Enterprise Partnership

Nitin Dahad is an entrepreneur, journalist and tech evangelist, with 35 years' experience in the global technology industry. He is also a business mentor and advisor to start-ups and high-growth firms.

Nitin started his career in the electronics industry, which included several years at Marconi Instruments in St. Albans. His entrepreneurial journey began with a microprocessor start-up which

he helped launch and grow in the USA and subsequently list on the London Stock Exchange at a billion-dollar valuation. He has since helped grow multiple start-ups and launched several media ventures of his own focused on technology, entrepreneurship and innovation, to economic development, including The Chilli, The Next Silicon Valley and Technology Leaders TV.

Nitin has been a Hertfordshire LEP Board member since March 2018 and is Chair of the LEP's Enterprise & Innovation Board as well as being the LEP's SME champion. He previously served on the boards of University of Hertfordshire, University of Essex and the East of England Development Agency, and spent five years as a tech specialist advisor with UK Trade and Investment.



Paul Gershlick
VWV Partner & PING Chair

Paul is a Commercial Partner and also heads VWV's Pharma & Life Sciences sector, since 2011. He drafts, negotiates and advises on a variety of commercial contracts, specialising within the Pharma & Life Sciences and Technology sectors.

Paul has worked on a number of high-value, business-critical, heavyweight contracts, including agency, distribution, manufacturing, outsourcing, managed access, supply, purchase, IP and IT.

Clients value Paul's proactive, pragmatic, commercial, collaborative and down-to-earth approach.

Paul set up the thriving networking group, PING (the Pharmaceutical Industry Network Group), in 2010. PING is a best practice group for people right across pharma. PING attracts leading speakers on the hottest topics facing the sector.

Paul co-chairs the Ethical Medicines Industry Group's Compliance Special Interest Group and presents on latest legal developments at EMIG's Finance Special Interest Group.

Paul also writes widely on legal and pharma sector developments, and is editor of VWV's Pharma and Life Sciences Law Brief.

He presents at conferences (including the Sigma Conference)

and appears on BBC radio, as well as in leading national and industry publications relating to life sciences, healthcare and technology issues.

In 2013, Paul received an honorary Masters degree from the University of Hertfordshire for his 'contribution to the development of commercial law in the Pharmaceutical and Life Sciences industry'.

Paul is proud of the difference his Pharma & Life Sciences team has achieved through 'connecting life sciences expertise in a changing world', the sector's motto.



Angela McFarlane
Vice President Northern Europe Strategic Planning, IQVIA

Angela is Vice President Northern Europe Strategic Planning.

She works with UK and NE Governments, Regulators, HTA bodies, the NHS, the Pharmaceutical and Biotech Industry and Patient Organisations

on pioneering collaborations that will improve patient access to clinical trials, RWE studies and innovative medicines.

Angela spent a decade in pharma sales and marketing management roles with MSD and BMS, prior to

starting the world's second market access agency in 1998, which she sold to IMS Health in 2013. She is an SME in market access, rare disease and biosimilars.



Richard Phillips
Partner, VWV

Richard specialises in transactional and non-transactional corporate law. The majority of his work is in mergers and acquisitions and corporate finance. He also advises on corporate governance. He advises banks on the banking and corporate aspects of their lending in the SME sector.

Richard is an active member of the firm's Pharma & Life Sciences sector - transactions include product acquisitions and disposals and share and business transactions in the Pharma & Life Sciences sector; he has a number of clients in this and in the Healthcare industry. His long-term clients include many technology

businesses. Consequently, many of the transactions Richard acts on are in these sectors.

He has developed close relationships with a number of European and worldwide law firms, which he meets regularly. Richard and the firm receive regular work from these firms, but more importantly, these relationships allow him to identify the most suitable contact for clients of the firm who need legal advice outside the UK. Links with Pharma & Life Sciences lawyers worldwide are particularly strong.

Richard is a regular participant in EMIG, the industry body

and interest group for SME pharmaceutical companies.

He was for many years a director of WENTA, a not for profit business in the South East providing support and opportunities to start-up businesses and retains close links. He is also on the Board of LawNet, the UK and Ireland's leading network of independent law firms. These appointments, combined with many years of law firm management, have given Richard a wealth of experience in running and directing businesses which he is able to apply to the advice he gives to clients.

VWV

45 Clarendon Road, Watford, Hertfordshire WD17 1SZ

Key contact: Paul Gershlick

Email: pgershlick@vww.co.uk

Call: 01923 919 320

Website: www.vww.co.uk

IQVIA

3 Farnbury Place - 23 Farnbury Road, Reading, Berkshire RG1 3JH

Key contact: Angela McFarlane

Email: angela.mcfarlane@iqvia.com

Call: 0118 450 8000

Website: www.iqvia.co.uk

Hertfordshire Local Enterprise Partnership

One Garden City, Broadway, Letchworth Garden City,
Hertfordshire SG6 3BF

Key contact: Nitin Dahad

Email: info@hertfordshirelep.co.uk

Call: 01462 244 700

Website: www.hertfordshirelep.co.uk



Follow us on Twitter:

@VWVPlus
#PING21