

## Course Agenda

### Strategic Commercialization Within Biopharma Overview

This one-day overview course is focused on the major strategic considerations and tactics integral to successful commercialization within biopharma. Discussion points focus on practical concepts, applications, and tools that help participants effectively build and implement strategic plans to address the needs of multiple stakeholders in creation of reimbursable innovation.

#### **The Imperative for Strategic Commercialization 9:00-10:15**

What It Is & Is Not

Why It Is Important: Optimizing Commercial Value

Value of Strategic Commercialization as a Core Competency

#### **Understanding the Science & Molecule: Foundation for Architecting the Brand 10:15-12:00**

Essence of the Molecule: More Than a Formula

The Target: Characterization of Disease/Condition & Treatment Dynamics

Why Are We Developing the Molecule: The Unmet Need

The Evidence Vault

Foundation for Value: Target Product Profile & Target Product Claims

#### **Lunch 12:00-1:00**

#### **Establishing Relevant Context: Power of Focused Market Segmentation 1:00-1:45**

Power of Insight-Driven Market Research

Balance-of-Power: SWOT Assessment

#### **Crafting the Value Story: Why Clinically Relevant Differentiation Matters 1:45-3:00**

Value: What & to Whom?

The Brand Equity Moat

Health Economics: Building Evidence Base for Value

Price vs. Value

Value Capture: Reimbursement Strategy

Positioning: It's all About the Mind

Our Story: Primary & Secondary Messaging

#### **Break 3:00-3:15**

#### **Creating the Right Strategy: Building & Sustaining Competitive Advantage 3:15-3:45**

What Matters

How Are We Getting There?: Commercial Drivers/Lever & Key Success Factors

Market Access & Strategic Contracting: New Models for New Realities

Driving Sustained Value: Lifecycle Management Challenge

Cross-Functional Interdependencies: The Primacy & Power of an Integrated Launch & Brand Team

Keeping Murphy Away: Assessing & Managing Risk

#### **Implementation: Executing the Strategy Effectively & Efficiently 3:45-4:15**

Major & Supportive Tactics: Pareto at Work

Performance Tracking & Metrics: Less Is More

#### **Course Wrap-up | Evaluations 4:15-4:30**