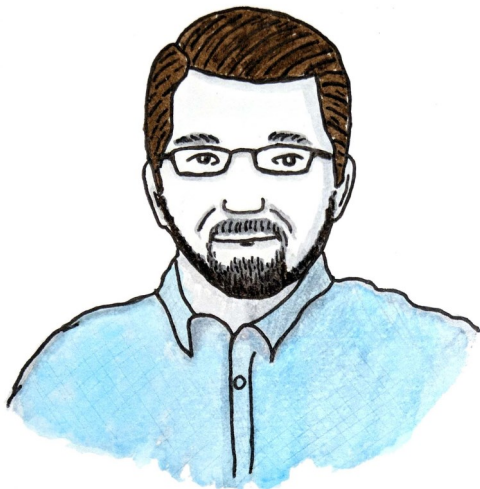


ACG Raleigh Durham

— presents —

CEO/CFO Outlook



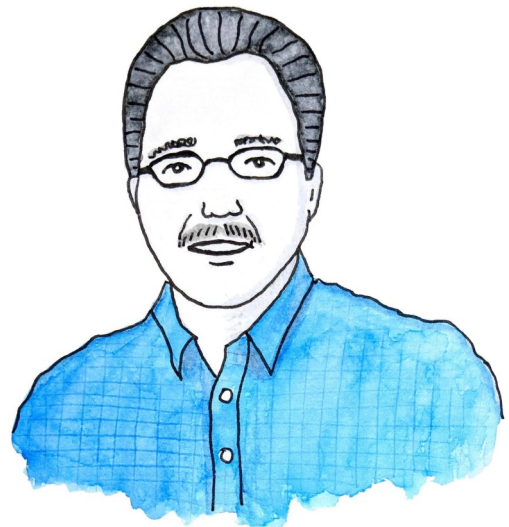
JEFF WILLIAMS
CO-FOUNDER
CLINIPACE WORLDWIDE



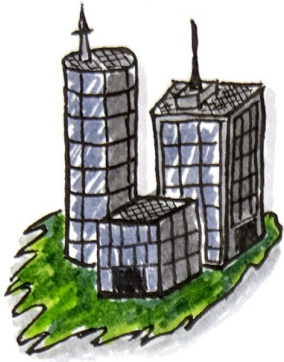
GREG ANGLUM
CFO
BIOVENTUS



TIM KELLY
CEO
KBI BIOPHARMA



PAT WALSH
CEO
AVISTA PHARMA SOLUTIONS



BIG PHARMA IS

Outsourcing

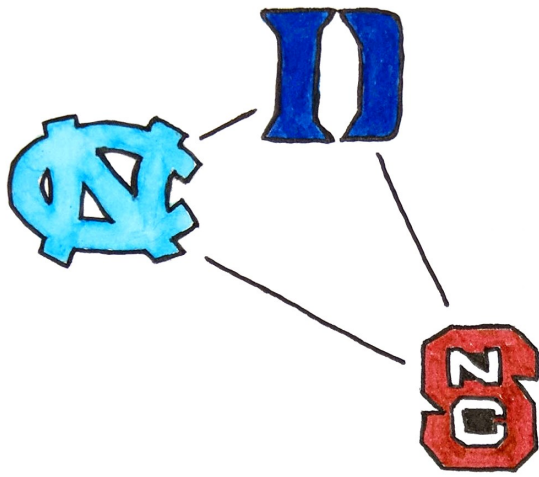
THEY WANT TO
BE MORE NIMBLE



THIS CREATES GREAT

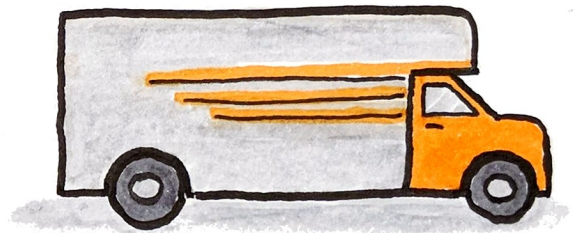
Opportunity

IN THE CONTRACT SERVICES WORLD



THE TRIANGLE HAS
FANTASTIC ACCESS TO
SCIENTIFIC TALENT

TALENT IS MOVING
INTO THE AREA

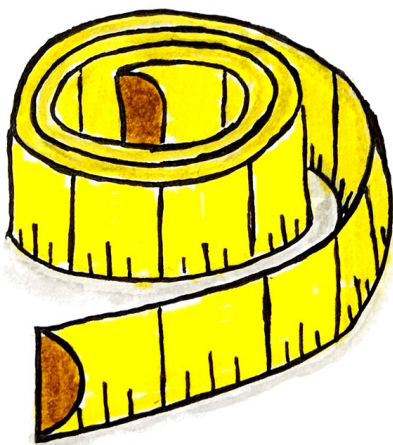
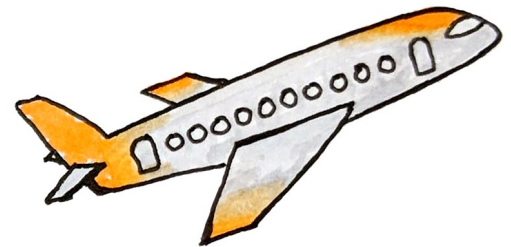


RETENTION CAN BE A
CHALLENGE, ESPECIALLY
FOR PEOPLE IN 20'S



ACCESS TO CAPITAL
IS LIMITED LOCALLY

CAPITAL IS AVAILABLE
OUTSIDE THE AREA



THE TRICK IS
FINDING THE RIGHT
FIT AND VALUATION



TOO MUCH REGULATION
CAN BE A PROBLEM

COST OUTWEIGHS BENEFIT



VS



CAN BUILD OVERSEAS IN SAME
TIME TO GET PERMIT IN STATES

About ACG

ACG RALEIGH DURHAM PROVIDES TRIANGLE BUSINESS LEADERS WITH THE PERSPECTIVE AND RESOURCES THEY NEED TO NAVIGATE GROWTH.

BENEFITS OF MEMBERSHIP INCLUDE:

- ♦ UNIQUE PROGRAMMING THROUGH OUR MONTHLY EVENTS AND ONLINE PORTAL
- ♦ EXPANSIVE NETWORKING WITH LOCAL EXECUTIVES AS WELL AS INTERNATIONAL EXPERTS
- ♦ EXCLUSIVE RESOURCES INCLUDING BEST PRACTICES, RELEVANT TRENDS, AND M&A ACTIVITY UPDATES



DEBRA MICHIE
EXECUTIVE DIRECTOR
ACG RALEIGH DURHAM

VISIT WWW.ACG.ORG/RALEIGHDURHAM FOR INFORMATION ON UPCOMING EVENTS.

SketchNotes

by Kelly Campbell

DURING OUR MONTHLY EVENTS, SEASONED BUSINESS LEADERS AND INDUSTRY EXPERTS PROVIDE THEIR PERSPECTIVES AND INSIGHTS ON RELEVANT BUSINESS TOPICS.

THESE SKETCHNOTES ARE A SUMMARY OF KEY IDEAS COVERED DURING THE MEETING AND SUBSEQUENT Q+A SESSION.

INTRIGUED?

JOIN US AT OUR NEXT MEETING!



KELLY CAMPBELL
MEMBERSHIP CHAIR
ACG RALEIGH DURHAM

MEMBERSHIP IS OPEN TO BUSINESS OWNERS AND C-LEVEL EXECUTIVES OF OPERATING COMPANIES IN THE RALEIGH DURHAM AREA.