

Eli Lilly and Company
Visiting Scientist Fellowship

Fellow-Led Webinar



Lilly

Agenda

Lilly



Folu Ogunlari, PharmD
Clinical Trial Commercial Supply
Planning and Regulatory Strategy
Moderator

**Welcome
Candidates!**

***Live Fellow Panel
&
Breakout Rooms***



Guarangi (Gigi) Trivedi, PharmD
Global Medical Digital Strategy and
Operations
Moderator

Introductions

Lilly



Aleksandra Djuricic, PharmD
Global Medical Information
Butler University



Anthony Suaverdez, PharmD
Clinical Systems and Supply
Planning
Medical College of Wisconsin



Arrin Kontos, PharmD
Global Medical Affairs –
Oncology
University of Michigan



Ashley Mercier, PharmD
Global Public Policy and Public
Affairs
Mercer University



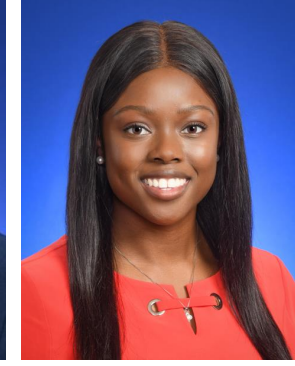
Carlos Diaz, PharmD
US Medical Affairs –
Immunology
University of Florida



Chloe Sandman, PharmD
Clinical Trial Project
Management - Diabetes
Butler University



David Schapiro, PharmD
Global Health Outcomes –
Research Scientist
University of Michigan



Folu, Ogunlari PharmD
Clinical Trial Commercial Supply
Planning and Regulatory Strategy
University of Illinois of Chicago



Guarangi (Gigi) Trivedi, PharmD
Global Medical Digital Strategy
and Operations
Wayne State University



Hafeez Adewusi, PharmD
Global Health Outcomes -
Outcomes Liaison
University of Houston



Hershil Kachrani, PharmD
Global Regulatory Affairs,
Labeling
University of New England



Michael Grim, PharmD, MBA
Global Pricing, Reimbursement,
and Access
Butler University



Natalie Ake, PharmD, MBA
US Regulatory Policy and
Global Regulatory
Intelligence
Drake University



Patrick McFadden, PharmD, MBA
Pharmaceutical Project
Management
The University of Iowa



Samantha Karabinas, PharmD
US Regulatory Intelligence
Touro College of Pharmacy



Stephanie Reeve, MSN, RN
Clinical Design Hub
Indiana Wesleyan University



Visiting Scientist Fellowship Program

Live Panel

Overview of Live Panel

(20 minutes)



Live Panel Goals

- To provide insights about the application process (i.e., tips and advice)
- To elaborate on the fellow's experience through the application process, the city of Indianapolis, and the VSF program (e.g., hybrid-model)

Instructions for Candidates During Live Panel

- Please remain muted and feel free to take notes!
- Type any questions **into the chat**, we will answer them as they come in
- If we are unable to get to your question during the live panel, please reach out to vsf@lilly.com for additional questions
- A live recording will be uploaded onto our website

Please Note

- Save all **function-specific questions** for the breakout rooms 😊

Live Panelists



Chloe Sandman, PharmD
Clinical Trial Project
Management - Diabetes
Butler University



Aleksandra Djuricic, PharmD
Global Medical Information
Butler University



Natalie Ake, PharmD, MBA
US Regulatory Policy and
Global Regulatory Intelligence
Drake University



Stephanie Reeve, MSN, RN
Clinical Design Hub
Indiana Wesleyan University

Ask us about the application process, Indianapolis, or the Visiting Scientist Fellowship Program



Visiting Scientist Fellowship Program

Breakout Rooms

Overview of VSF Positions for 2022-2023



Application Category (# of Positions)	Current and New Fellowship Positions	
Medical- (4)	Global Medical Information Global Medical Digital and Medical Affairs Education*	Clinical Research Scientist: US Immunology Clinical Research Scientist: US Oncology
Commercial- (4)	Global Public Policy Pricing, Reimbursement and Access: New Product Planning	Novel Tech Modalities/Ventures* US Lilly Value and Access*
Clinical Development and Project Management- (5)	Clinical Development Design Hub Clinical Trial Project Management Pharmaceutical Project Management	Global Scientific Communications* Clinical Services, Supplies and Capabilities*
Health Outcomes- (2)	Outcomes Liaison	Global Patient Outcomes Center of Excellence*
Regulatory Affairs- (3)	Global Regulatory Labeling Regulatory Strategy: North America*	US Regulatory Advertising and Promotion*

**New positions offered in the VSF program.*

Overview of Breakout Rooms

(Four Blocks/ 20 Minutes Each)



Events	Scheduled Time (EST)
Block #1	7:30 PM – 7:50 PM
Block #2	7:50 PM – 8:10 PM
Break	8:10 PM – 8:20 PM
Block #3	8:20 PM – 8:40 PM
Block #4	8:40 PM – 9:00 PM

*Please note there is a 10-minute break in between blocks 2 and 3 for breakout sessions.
Instructions on how to navigate between breakout rooms were distributed via email prior to our webinar.*

Highly encouraged to visit multiple functional area breakout rooms that you may be interested in!

Overview of Breakout Rooms

(Four Blocks/ 20 Minutes Each)



Application Category (# of Positions)	Current Fellows and Positions		Breakout Rooms	
Medical- (4)	ALEKSANDRA DJURICIC - PharmD <i>Global Medical Information</i>	ARRIN KONTOS – PharmD <i>Global Medical Affairs – Oncology</i>	Room #1	<p>Goals</p> <ol style="list-style-type: none"> Learn about the different functional areas Encourage open mindedness to other industry area <p>20 minutes per room (Rotating)</p> <p>Instructions</p> <ol style="list-style-type: none"> Remain muted Type in the chat with any questions you would like answered
	GAURANGI (GIGI) TRIVEDI - PharmD <i>Global Medical Digital Strategy and Operations</i>	CARLOS DIAZ - PharmD <i>US Medical Affairs – Immunology</i>		
Commercial- (2)	ASHLEY MERCIER - PharmD <i>Global Public Policy and Public Affairs</i>	MICHAEL GRIM - PharmD, MBA <i>Global Pricing, Reimbursement, and Access</i>	Room #4	
Clinical Development and Project Management- (5)	ANTHONY SUAVERDEZ - PharmD <i>Clinical Systems and Supply Planning</i>	CHLOE SANDMAN - PharmD <i>Clinical Trial Project Management – Diabetes</i>	Room #2	
	PATRICK MCFADDEN - PharmD, MBA <i>Pharmaceutical Project Management</i>	FOLU OGUNLARI- PharmD <i>Clinical Trial Commercial Supply Planning and Regulatory Strategy</i>		
	STEPHANIE REEVE - MSN, RN <i>Clinical Design Hub</i>			
Health Outcomes- (2)	DAVID SCHAPIRO - PharmD <i>Global Health Outcomes – Research Scientist</i>	HAFEEZ ADEWUSI - PharmD <i>Global Health Outcomes - Outcomes Liaison</i>	Room #4	
Regulatory Affairs- (3)	HERSHIL KACHRANI - PharmD <i>Global Regulatory Affairs, Labeling</i>	NATALIE AKE - PharmD, MBA <i>US Regulatory Policy and Global Regulatory Intelligence</i>	Room #3	

Highly encouraged to visit multiple functional area breakout rooms that you may be interested in!

Commercial

Global Pricing, Reimbursement and Access:

New Product Planning

Pricing, Reimbursement, and Access New Product Planning (PRA NPP) is responsible for influencing the development of pipeline and business development medicines to reflect critical payer needs identified through payer feedback. They also provide price and access recommendations for forecasts to support key business decisions with the goal of ensuring patients can access Lilly medicines and deliver strong business results. The focus is on the USA, Japan, and major European markets.

The Visiting Scientist Fellow will:

- ❑ Work across therapeutic areas in the pipeline to apply scientific expertise in a commercial role.
- ❑ Work with the Global Public Policy fellow to deliver an environmental review of key markets and identify key opportunities/threats pertaining to pricing and market access.
- ❑ Participate in market research and advisory boards to understand payers' needs and develop reports that outline key takeaways and implications.
- ❑ Work on strategic projects based on business need and support the team in the development of price and access recommendations.



Michael Grim, PharmD, MBA
*Global Pricing, Reimbursement & Access:
New Product Planning*

Global Public Policy

Global Public Policy and Public Affairs (GPP-PA) function provides strategic analysis, expert insights, and practical recommendations on healthcare policy issues affecting Lilly and key stakeholders. GPP-PA focuses on domestic and global policies affecting healthcare access, affordability, and advancement.

The Visiting Scientist Fellow will:

- ❑ Develop well-reasoned positions through research, analysis, and collaboration to help Lilly shape public policy to support improved outcomes and incentives for investment in biopharmaceutical innovation.
- ❑ Apply scientific knowledge and work cross functionally to develop new policy solutions.
- ❑ Focus on today's important policy issues such as biologics and biosimilars, healthcare reform, health financing, and benefits design and innovation policy through both a U.S. and global lens.



Ashley Mercier, PharmD
Global Public Policy

Commercial

Novel Technology Modalities/Ventures*

The Visiting Scientist Fellow will work with a range of novel modalities to inform the next wave of preclinical external innovation. The fellow will gain insight on external innovation approaches and preclinical experiments to evaluate new modalities.

The Visiting Scientist will:

- Be responsible for tracking all executed proof of concept external collaborations
- Develop strategic recommendation to optimize engagement and decision making for proof-of-concept external collaborations
- Develop enduring resources for all executed proof of concept external collaborations
- Participate in select external innovation engagement activities

Lilly Value and Access US Strategy and Capabilities*

Lilly Value and Access US Strategy and Capabilities is responsible for value-based pricing, market access, value-based arrangements, and strategy work to support launches for products in the US. In particular, the fellow will be part of the team that oversees value-based strategies to support launch excellence in the US market. Through this experience, the fellow will gain a deep understanding of the evolving US payer environment and the work Lilly must do to develop strong value propositions for our medicines.

The Visiting Scientist Fellow will:

- Support and lead strategy development for anticipated US value assessments (ICER reviews) of Lilly assets or therapeutic areas.
- Review value-based arrangement outcomes and provide recommendations for value-based strategies to enhance the brand value proposition using these outcomes.
- Develop a deep dive assessment of channel strategies to support a specific asset in the US.
- Support development of relevant new capabilities based on an evolving US environment.
- Work cross-functionally with partners in value excellence, strategy and innovation, global patient outcomes and real-world evidence, and global pricing, reimbursement, and access on strategic projects to support the business.

***New Fellowship Position
Offered for 2022-2023**

***New Fellowship Position
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Clinical Development and Project Management

Clinical Development Design Hub

The Design Hub drives collaboration and the planning of clinical programs/trials through use of data sources, targeted innovation and expertise in functional trial delivery.

The Visiting Scientist Fellow will:

- ❑ Gain exposure to Lilly's therapeutic areas and the clinical development process by working in partnership with asset teams and the Design Hub's Therapeutic Area Groups to improve and optimize study design and feasibility.
- ❑ Provide input into key strategic decisions for a clinical program/ trial, which may include country and site allocation, financial modeling, patient recruitment and retention, study training and targeted innovation.
- ❑ Connect asset teams with new and innovative data-driven capabilities that can enhance trial feasibility, patient and site experience, and overall business processes.



Stephanie Reeve, MSN, RN
Clinical Design Hub

Clinical Trial Project Management

The Clinical Trial Project Manager (CTPM) leads the cross-functional study team in the development and execution of clinical trials and is accountable globally to deliver trial(s) on time with high quality and within scope and budget. The CTPM leverages project management, clinical trial process, and scientific expertise to drive actions and coordinate efforts to achieve trial deliverables.

The Visiting Scientist Fellow will:

- ❑ Understand the roles and responsibilities of functions peripheral to the CTPM position in clinical development (data management, medical writing, supply planning, regulatory, etc.).
- ❑ Collaborate with the study team to develop study related documentation and gain hands on experience in clinical trial execution activities.
- ❑ Create and manage trial timelines and budgets.



Chloe Sandman, PharmD
Clinical Trial Project Management, Diabetes

Clinical Services, Supplies and Capabilities*

The Clinical Services, Supplies and Capabilities organization is focused on bringing clinical research to people around the world. We are responsible for strategically providing clinical trial support services, planning and supplying materials, and creating and delivering innovative capabilities to support the execution of clinical trials globally for all business units across all phases of development. We aim to make clinical research possible for all participants regardless of their proximity to research sites and locations.

The Visiting Scientist Fellow will:

- ❑ Learn about, experience and influence capability development within the organization to enhance clinical design and delivery.
- ❑ Lead transformational initiatives across the Molecule Innovation Hub to enhance the timely delivery of products to trial participants while aligning with global clinical strategies.
- ❑ Participate in one or more key projects or trial-level delivery programs centered on bringing the trial/trial assessments to the participants.

***New Fellowship Position
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Clinical Development and Project Management

Global Scientific Communications*

Global Scientific Communications (GSC) plays a critical role in executing end-to-end content strategy through the creation of clear, innovative, and engaging research-based, medical communications for external audiences. Our writing teams lead the authoring of content for purposeful, label-driven regulatory submission packages and support the scientific disclosure strategy through peer-reviewed publications. We support these workstreams from start to finish, supplying our molecule teams with best practices and areas to optimize. For instance, we cohesively and consistently capture external analytics for our publications and leverage new technologies to create dynamic data visualizations for optimal audience amplification and impact.

The Visiting Scientist Fellow will:

- ❑ Lead the development of scientific disclosure and clinical submission strategies to enable effective dissemination of scientific information and the timely approval of Lilly medicines
- ❑ Leverage innovative data visualization techniques to communicate data in a clear, concise, and compelling manner
- ❑ Create meaningful, cohesive, engaging, and sustainable content that is used by cross-functional, multidisciplinary partners

Pharmaceutical Project Management

The Pharmaceutical Project Manager (PPM) provides proactive cross-functional leadership for drug development, translating and executing the strategy for delivering a medicine to patients.

The Visiting Scientist Fellow will:

- ❑ Serve as the central hub and integration point of the drug development core team, working closely with individuals from clinical, Chemistry, Manufacturing & Control (CMC), toxicology, ADME, regulatory, health outcomes, legal, discovery, and marketing.
- ❑ Impact the drug development strategy and execution through the project timeline, scope, budget, and risk to enable decision-making for senior leadership.
- ❑ Develop and utilize necessary project management skills to facilitate delivery of team timelines throughout drug development on budget and within scope for a project(s) in Lilly's portfolio.

***New Fellowship Position
Offered for 2022-2023**



Patrick McFadden, PharmD, MBA
*Pharmaceutical Project
Management*

Health Outcomes

Global Patient Outcomes and Real-World Evidence

Center of Expertise

Lilly's Patient-Focused Outcomes Center of Expertise (PFO COE), provides scientific expertise to ensure that patients' perspectives are incorporated into drug development, including in evaluation of treatment benefit and when assessing benefits and risks of treatments. The PFO COE collaborates cross-functionally as experts in Clinical Outcome Assessments (COAs), developing effective COA measurement strategies across therapeutic areas.

The Visiting Scientist Fellow will:

- ❑ In collaboration with cross-functional teams, including general health outcomes scientists, develop meaningful and innovative patient-focused measurement strategies
- ❑ Focus on diseases and/or treatments that Lilly is developing within the assigned therapeutic area.
- ❑ Be responsible for the design and execution of measurement-related (including instrument development/adaptation/measurement properties assessment, development of evidence packages) studies as needed to support research across the portfolio and spanning the lifecycle of development.



David Schapiro, PharmD,
Global Patient Outcomes &
Real-World Evidence

Outcomes Liaison

The Outcomes Liaison (OL) team is responsible for delivering clinical, economic, observational, and value-based evidence to formulary decision-makers. Outcomes Liaisons serve the medical needs of our value-based decision maker customers (e.g. payers) across the US and across all therapeutic areas and products.

The Visiting Scientist Fellow will:

- ❑ Serve as a liaison between field-based OLs and internal business partners to ensure the necessary evidence/resources/insights are flowing both directions.
- ❑ Interact with colleagues across GPORWE, medical affairs, and commercial to optimize the research generated and the solutions delivered to address customer needs.
- ❑ Leverage an understanding of the clinical and health outcomes data and evidence to support customer responses and interactions.



Hafeez Adewusi, PharmD
Global Health Outcomes,
Outcomes Liaison *

Medical Affairs

Global Medical Digital and Medical Affairs Education*

The Global Medical Digital Strategy and Capabilities team partners cross functionally with departments such as global medical information, global medical education, global scientific communications, and field based medical professionals to enhance the Lilly customer experience for healthcare providers and to provide best in class digital services to customers.

The Visiting Scientist Fellow will:

- Be exposed to a variety of emerging medical digital technologies.
- Gain insight into customer channel preferences and the medical digital landscape.
- Innovate delivery of medical information across digital channels through proof of concept and pilot projects.
- The fellow will support the Medical Affairs Portfolio team in conducting assessments for the key digital solutions delivered by Medical Education, the process related to them, and lead the creation of a self-serve model for Tier 2 & 3 priority assets.
- The fellow will be responsible for rolling out the process and create a roadmap for continuous improvement and adaptation based on business partner feedback.

Global Medical Information

Global Medical Information (GMI) plays an integral role in driving medical launch strategy through creation of answers to unsolicited requests from customers (consumers, health care professionals, and payers) and through collection and analysis of customer insights.

The Visiting Scientist Fellow will:

- Assist in the development and execution of medical information responses (medical letters, FAQs, slide kits, literature searches, etc.) in support of a product launch, according to appropriate procedures.
- Establish and maintain relationships within compound and cross-functional teams, across regions and geographies, to ensure quality responses designed to improve the customer experience.
- Contribute to a multi-channel content strategy that delivers medical information to customers within their preferred channel
- Research and respond to unsolicited medical information inquiries from HCPs and consumers in a prompt, accurate, and compliant manner.
- Serve as the medical information expert in ongoing comprehensive product/disease area training to affiliate and call center partners.



Aleksandra Djuricic, PharmD
Global Medical Information

*New Fellowship Position
Offered for 2022-2023

Medical Affairs

Clinical Research Scientist: US Oncology

The Oncology Medical Affairs Clinical Research Scientist role is a cross-functional role supporting new product launch and our legacy portfolio. Opportunities for a fellow may include development and delivery of medical resources, promotional materials, publications, and disease state education among other items.

The Visiting Scientist Fellow will:

- ❑ Efficiently deliver accurate, balanced, and substantiated scientific information through our internal and customer facing channels
- ❑ Work cross-functionally and globally to support the execution of the integrated launch project plan supporting the launch roadmap; including, but not limited to lifecycle planning, brand planning, scientific training, and scientific data disclosure strategy development.
- ❑ Drive external engagement planning and execution at congresses and medical society engagements.



Arrin Kontos, PharmD
*Global Medical Affairs
Oncology*

Clinical Research Scientist: US Immunology

The US Immunology Medical Affairs fellow will have responsibilities aligned with the role of a Clinical Research Scientist (CRS) and will work with cross-functional business partners, global and field medical colleagues, and the brand team(s). The fellow will be integrated into an internal medical affairs team to prepare for launch execution and support and/or support lifecycle management.

The Visiting Scientist Fellow will:

- ❑ Develop customer support materials, disease state educational materials, advisory board content and logistics, scientific conference materials, and other medical tools (e.g., scientific disclosures) in support of our future and currently marketed products
- ❑ Routinely interface with internal partners to understand scientific (data disclosure plans, clinical development plans, etc.) and brand strategies
- ❑ Provide deep medical expertise on disease state, product, and external environment to support execution of scientific and brand strategies



Carlos Diaz, PharmD
*U.S Medical Affairs
Immunology*

Regulatory Affairs

US Advertising & Promotion*

US Advertising and Promotion is responsible for advising US Marketing, Business Communications, and Medical Affairs on developing accurate, balanced, substantiated product, and disease information to enable informed decision making by our patient, provider and payer customers. The US Advertising and Promotion team interprets and applies US advertising regulations and communicates the expectations of FDA's Office of Prescription Drug Promotion to cross-functional teams.

The Visiting Scientist Fellow will:

- ❑ Understand FDA regulations and guidance, industry codes, and Federal and State laws on prescription drug advertising and promotion.
- ❑ Work directly with internal business partners such as marketing, legal, medical affairs and other commercial and corporate representatives to ensure that promotional materials comply with regulations and company policies.
- ❑ Monitor the environment for advertising and promotion changes that could affect the pharmaceutical industry

***New Fellowship Position
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Regulatory Strategy: North America The Regulatory Strategy scientist in Global Regulatory Affairs develops regulatory strategies, leads regulatory risk assessments, and influences drug development teams on the non-clinical and clinical requirements to achieve approval of marketing applications in the US and Canada. The scientist also leads interactions with the US Food & Drug Administration (FDA) and Health Canada (HC) to inform on drug development strategies to support strategic and compliance submissions.

The Visiting Scientist Fellow will:

- ❑ Understand FDA and HC laws, regulations and guidance related to the drug development process and requirements to obtain product approval
- ❑ Assist in the development of regulatory strategies, communicate submission and approval requirements and regulator expectations, and consult on regulatory issues and regulatory risks
- ❑ Collaborate with other regulatory colleagues and internal partners such as research & development and drug development teams

***New Fellowship Position
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Global Labeling Department

The Global Labeling Department (GoLD) within Global Regulatory Affairs leads the development of labeling for drug and combination device products. GoLD is responsible for developing labeling that is used by Lilly affiliates around the world in addition to specific US and Canada labeling deliverables.

The Visiting Scientist Fellow will:

- ❑ Serve as the labeling associate responsible for managing product labeling within a specific therapeutic area.
- ❑ Lead updates to the product's core labeling including the Company Core Data Sheet (CCDS), which is an internal reference document that includes relevant safety and efficacy information for healthcare provider and patient labeling worldwide.
- ❑ Lead updates to the product's carton and container labels and instructions for use that are marketed in the US and Canada.



Hershil Kachrani, PharmD
*Global Regulatory Affairs,
Labeling*

Following the webinar, please feel free to further explore in our website-

<https://www.lillyvirtualtour.com/lillyrecruiting>

**THANK YOU FOR
JOINING US!**

*We look forward to
your application.*

Lilly