

# Arabia Pharma

Supply Chain Summit



19-20 February, 2024 | Riyadh, KSA

Experience Powerful **Peer-to-Peer Learning**,  
Focused **Face-to Face Marketing** and  
Incredible Networking Opportunities at The Best  
**Pharma Supply Chain Forum**

## SPEAKERS



**Leena Khalil**

Co-Founder & CCO  
mumzworld.com



**Faris Hattar**

Associate Director,  
Supply Chain  
Hikma Pharmaceuticals



**Shehdeh Abu Snineh**

Chief Executive Officer  
INCOBO Cold Chain  
Manufacturing LLC - UAE



**Hassan Jamaledine**

Director of Supply Chain  
NewBridge  
Pharmaceuticals



**Sajid Yusuf Khan**

Director Supply Chain  
Management  
Genalive



**Ahmed Yousry Abouzeid**

Middle East Africa Commercial  
Quality Senior Manager  
Johnson & Johnson MeTech



**Yasser Darwish**

Section Head of Governmental  
Quotation (DPO & Tender)  
Riyadh Pharma



**Md. Rizwan Mirajkar**

Senior Purchasing Manager-  
Medsupply Government  
Services International SOS



**Mohamed Ismail**

Head, Supply Chain  
Management,  
Mathaqaat Foods Company



**Riham AbouKhatwa**

Director, Regional Head of  
Supply Chain - Turkey &  
Middle East, Sanofi





## Glimpses of Past Events



# About Pharma Supply Chain Arabia 2024

Pharma Supply Chain Arabia is a specialized conference focused on various aspects of pharmaceutical supply chain management and logistics. The summit will bring together professionals, experts, and stakeholders from the pharmaceutical industry to discuss, share insights, and collaborate on topics related to **supply chain optimization, regulatory compliance, quality assurance, understanding Industry trends, identifying best technologies, understanding best practice in supply chain optimisation, mastering cold chain, mitigating risks, optimising inventories, reducing costs**, enhancing distribution efficiencies all with the singular objective of building profitable patient centric enterprises.















## Who Should Attend Pharma Supply Chain Summit?

The Pharma Supply Chain Summit is a crucial event for professionals and stakeholders in the pharmaceutical industry who are involved in supply chain management, logistics, and related functions. Attendees typically include individuals and organizations from various sectors within the pharmaceutical industry and beyond. Here's a list of who should **consider attending a Pharma Supply Chain Summit**:

 Supply Chain Professionals	 Pharmaceutical Manufacturers	 Pharmaceutical Distributors & Wholesalers	 Pharmaceutical Retailers	 Regulatory and Compliance Experts	 Pharmacists & Pharmacy Staff
 Healthcare Providers	 Packaging and Serialization Specialists	 Temperature-Controlled Logistics Experts	 Technology and Software Providers	 Consultants and Advisors	 Academia and Research Institutions
 Government & Regulatory Authorities	 Patient Advocacy Groups	 Environmental & Sustainability Experts	 Investors and Financial Analysts	 Trade Associations	 Startups and Innovators

## Who Should Sponsor Pharma Supply Chain Summit

Sponsoring a Pharma Summit offers organizations the opportunity to showcase their products, services, and expertise while connecting with key **stakeholders in the pharmaceutical industry**. Sponsors typically gain visibility, networking opportunities, and a platform to demonstrate their commitment to the industry. Here are types of organizations that **should consider sponsoring a Pharma Summit**:

- |  |   |
|--|---|
|  Warehouse and Logistics  |  Environmental and Sustainability Initiatives    |
|  Pharmaceutical Packaging, Labelling  |  Government Agencies                             |
|  Pharmaceutical Technology Providers (IoT, Analytics, Machine Learning and Artificial Intelligence) |   |
|  Track and Trace Solutions  |  Technology and Software Providers               |
|  Block Chain in Pharma Supply Chain   |  Cold Chain and Temperature Controlled Logistics |
|  Supply Chain and Logistics Providers   |  3PL and 4PL Service Providers                   |
|  Pharmaceutical Associations and Industry Groups  |  Pharmacy Automation and Robotics Providers      |
|  And Many More...   |   |



**0800 - 0830 Registration & Coffee**

**0830 - 0925 Welcome Remarks by Conference Convenor**

**0930 - 1030** Transformation of Life Sciences Supply Chains: The Emerging Imperatives

**Faris Hattar, Associate Director, Supply Chain, Hikma Pharmaceuticals**

**1030 - 1100** Demand-driven Clinical Supply Chain: A Paradigm Shift for System-wide Benefits

**1100 - 1130** How To Transform Your Global Supply Chain to Support Both Traditional B2B (Business to Distribution) And the Rise In B2P (Business to Patient)

**1130 - 1200 Refreshments & Networking Break**

**1200 - 1230** Operational Excellence in Pharma

**1230 - 1300** On Demand Supply Chain for Personalized Medicine

**1300 - 1330** Building a More Flexible and Agile Supply Chain to Better React to Changes

**1330 - 1430 Networking Lunch**

**1430 - 1500** Blockchain & AI: Building the Networked Supply Chain of Life Sciences

**1500 - 1545** Big Data - The Art of the Possible: How Big Data Can Mitigate Risk for Temperature Controlled Logistics

**1545 - 1615** How to Build a SC Control Tower to Bring Data From Numerous Sources into a Data Lake and Achieve End-to-End Visibility

**1615 - 1630 Networking Break**

**1630 - 1700** Best-Practice in Demand Planning & Inventory Management to Reduce Stockholding & Availability Issues to Ensure You Meet Consumer Demands

**1700 - 1730** How to Use the Power of Predictive Analytics for Pharma Supply Chain Intelligence

**1730 - 1800** AI in Improving the Efficiency of Pharmaceutical R&D: Reality and Hype

**1800 - 1800 Closing Remarks & End of Day 1**

**0800 - 0830 Registration & Coffee**

**0830 - 0925 Welcome Remarks by Conference Convenor**

**0930 - 1000** Mastering Serialized Data Transfer Challenges Along the Supply Chain

**Ahmed Yousry Abouzeid, Middle East Africa (MEA) Commercial Quality Senior Manager, Johnson & Johnson MedTech**

**1000 - 1030** Can Serialization and Traceability Help Fix the Counterfeit Drug Problem Alone -- What Else is Needed

**1030 - 1100** Beyond Compliance: Serialization and Traceability as an Opportunity

**1100 - 1130 Refreshments & Networking Break**

**1130 - 1200** Applying an End-to-End Approach to Break Down Data Silos in Drug Discovery and Development

**1200 - 1230** Sourcing, Vetting, Contracting and Developing Reliable Supply: Meeting the Challenge for the Industry

**1230 - 1300** Inventory Management & Supply Chain – A Pharma-Centric View

**1300 - 1330** Challenges in Implementing Pull-based Replenishment System

**1330 - 1430 Networking Lunch**

**1430 - 1500** Best-Practice in Demand Planning & Inventory Management to Reduce Stockholding & Availability Issues to Ensure You Meet Consumer Demands

**1500 - 1530** E2E Cold Chain Logistics Transformation—How to begin, what are some key watch outs for success and should you partner or do it yourself?

**Shehdeh Abu Sneath, Chief Executive Officer, INCOBO Cold Chain Manufacturing LLC - UAE**

**1530 - 1600** How Can You Use Advanced Planning And Data Analytics To Make More Informed And Proactive Demand And Supply Planning Decisions?

**1600 - 1630** AIRFREIGHT: How can you work with airlines, airports and suppliers to take advantage of the speed and convenience of airfreight, whilst remaining compliant with global temperature control requirements?

**1630 - 1645 Refreshment Break**

**1645 - 1715** How to choose the right temperature control equipment to ensure compliance with GDP regulatory guidelines.

**1715 - 1800** 4PLs – How to Derive the Biggest Benefits from Your Relationship

**1800 - 1800 Closing remarks, end of conference & commencement of Pharma Excellence Awards**

## Past Edition Sponsors



Enhancing your supply chain



Schoeller Allibert



# Key Benefits of Attending Pharma Supply Chain Summit

**Pharma Supply Chain Arabia** a platform for **knowledge sharing, networking**, and staying updated on industry trends and best practices and can offer a wide range of benefits to professionals and organizations in the pharmaceutical industry. Some of the key benefits of attending a **Pharma Supply Chain Summit include:**

**Industry Insights:** Gain valuable insights into the latest trends, challenges, and opportunities in pharmaceutical supply chain management. Stay updated on regulatory changes and industry advancements that can impact your organization.

**Networking Opportunities:** Connect with fellow professionals, industry experts, and potential partners from pharmaceutical companies, logistics providers, regulatory agencies, and more. Build valuable relationships that can lead to collaboration and business opportunities.

**Knowledge Sharing:** Attend presentations, workshops, and panel discussions led by industry leaders and experts. Learn from their experiences, case studies, and best practices in pharmaceutical supply chain optimization.

**Innovative Solutions:** Explore cutting-edge technologies and solutions for pharmaceutical supply chain management, including cold chain logistics, serialization, track-and-trace systems, and data analytics.

**Patient-Centric Focus:** Understand the importance of patient-centric supply chain practices and how they can improve patient outcomes and satisfaction.

**Cost Reduction:** Discover cost-saving strategies and efficiency improvements that can help streamline your organization's supply chain operations and reduce expenses.

**Risk Management:** Explore risk mitigation techniques and crisis management strategies to handle unexpected disruptions in the supply chain.

**Cold Chain Management:** If applicable, gain expertise in the management of temperature-sensitive pharmaceuticals and cold chain logistics, including best practices for storage and transportation.

**Market Intelligence:** Gain a deeper understanding of market dynamics, demand forecasting, and inventory management practices that can optimize your supply chain strategy.







**Environmental Sustainability:** Learn about sustainable supply chain practices that can reduce the environmental footprint of pharmaceutical operations.

**Compliance with Global Standards:** Ensure that your organization adheres to international standards and best practices in pharmaceutical supply chain management.

**Visibility into Emerging Markets:** Explore opportunities and challenges associated with expanding your pharmaceutical supply chain operations into emerging markets.

## Why Should Exhibit?

Join 50+ Exhibitors Participating in The Expo.

 Build Brand Awareness Visibility	 Launch New Products	 Source New Sales Leads	 Showcase Thought Leadership	 Close Deals	 Peer-to-Peer Networking
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The **Exhibition and sponsorship packages** have been re imagined and are designed to facilitate engaging conversations and interactions with your buyers

## For Participation and Sponsorship Opportunities

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Organised by:

