

From: CLSI Professional Development <noreply@califesciences.org>
To: Lt. Governor's Office LtGov@scstatehouse.gov
Date: 8/27/2018 2:22:08 PM
Subject: How Well Do You Know About Drug Development?

CLSA members get \$100 discount on Drug Development Immersion course in South San Francisco.
Register now!

Dear Kevin,

Do you really understand everything that must be done to get a drug in consumers' hands? According to Medscape, only one in every 5,000 to 10,000 drugs that enter preclinical studies will ever make it onto a pharmacy's shelf.

Biotech Primer's two-day [Drug Development Immersion](#) course on Oct 11-12 in South San Francisco will teach you the regulatory, commercial and scientific considerations required to bring these drugs successfully to market.

Using personal accounts and “war stories,” industry expert [Joe Quinn](#) will guide you through the decision-making process for both small molecule and biologic products including:

- The importance of patient centricity in drug development
- Regulatory pathways for biologics, biosimilars and orphan drugs
- Target product profiles, what factors into go/no-go decisions
- FDA and EMA desired designations

[See full agenda](#)

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Stacey Hawkins
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[E-mail me](#)

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