



THE FIRST ASIA PACIFIC  
PHARMACEUTICAL  
COMPLIANCE CONGRESS AND  
BEST PRACTICES FORUM

## MINI SUMMIT VII

# **INNOVATION IN COMPLIANCE: ANALYTICS, TRENDS AND TECHNOLOGY PART II: TRANSPARENCY, TRAVEL AND ENTERTAINMENT; SERVICE AGREEMENTS AND HONORARIA**

Manilla, August 2015



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## PARTICIPANTS

- **Chi Chen** — Partner, Forensic Technology and Discovery Services, EY (China) Advisory Limited, Shanghai, China
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- **Sabina Sudan, LLB, LLM** - Legal/International Compliance and Risk Management Professional (Singapore / New Delhi, India); Former Vice President and Compliance Officer, Pharma, EJEMAP, GSK

## MODERATOR

- **Maria Eugenia (Maru) Quindimil** -Senior Director APAC Region, GEC Risk; Former Executive Director, Regional Compliance Officer, Asia Pacific and India, Merck Sharp and Dohme



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## Mini Summit Overview

- TWO Mini-summits interconnected
- Interactive cases discussion
- In depth review of best practices
- Sharing perspectives

Your participation is key!



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## Case Study

- An international congress taking place in Manilla
- Pharma company MyDrug decides to sponsor HCPs to attend this event
- Pharma company MyDrug pay for
  - 10 HCPs : doctors, pharmacists, nurses (from Europe – France, UK), Asia, USA, Australia)
    - Travel,
    - A registration package (registration fees, 2 nights in a 4 star hotel, a gala diner for the last day of the congress)
  - 2 speakers (from Philippine and Turkey)
    - Travel
    - 1 night
    - Fees for services
  - Some HCPs invited for diner directly by MyDrug



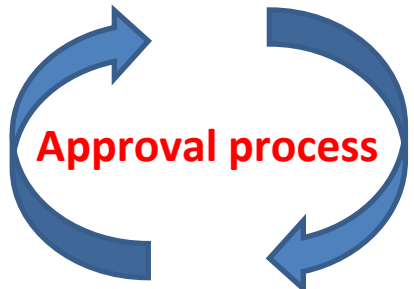
# Question raised in the case study

## 1 - Initiation

- Need to have a global view of:
- All ToVs
  - Attendees
  - Speakers contracts
  - Budget

## 2 – Event Planning

- HCPs from different countries
- Inform each concerned affiliate
- Can French, UK, Australian, US HCPs be invited?



## 3 – Approval

- Be sure all the compliance rules are met
- Are the speaker speeches approved?
- Are the contracts signed?
- Which thresholds to comply with ?

## 5 – Arbitration (Disclosure)

- Allocate the right expenditure to the right HCP
- How much spend for this event?
- All the data available to comply with local transparency rules

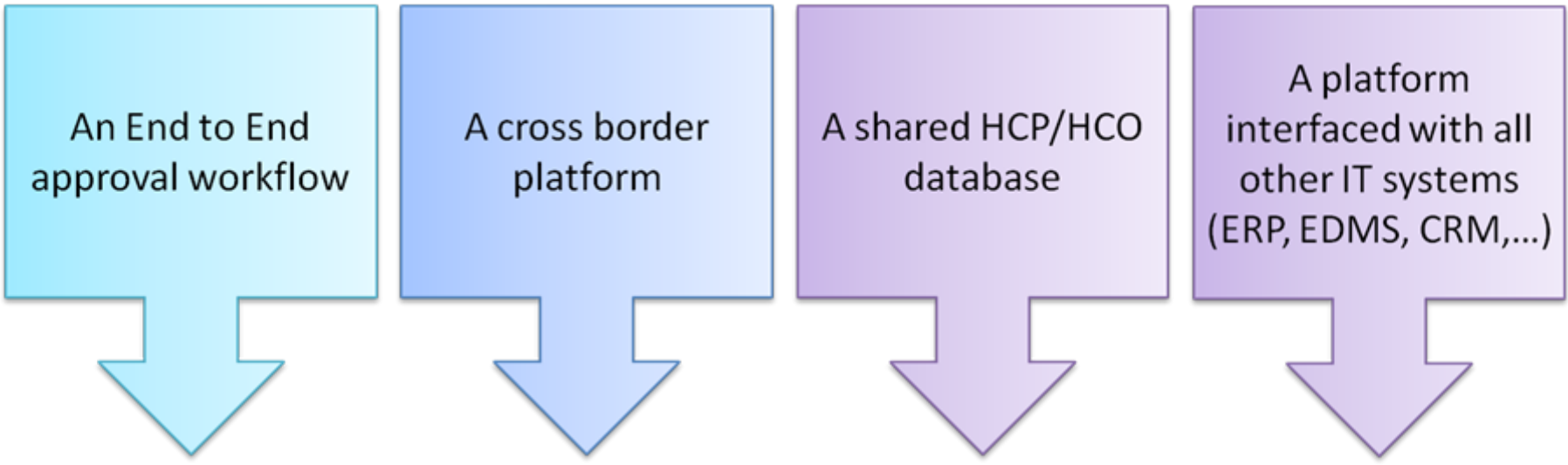
## 4 – Data Collection

- Be sure all the actual spends gathered
- Various sources of expenditures to capture
- Capture all the proofs



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# IT challenges



An SOA platform monitoring input ou output according to the FMV, accessible to all stakeholders



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IT Innovation to address these challenges

