

# The Basics of Anticorruption

# The Environment

- US FCPA: Foreign Corrupt Practices Act (1977)
- OECD anti-bribery convention (1997)
- UN Convention Against Corruption (2003)
- Directive 2001/83/EC (article 94) – Medicinal Products for Human Use
- UK Bribery Act 2010
- Local anti-bribery legislations





# Challenges



**SURFING THE WAVES <sup>OF</sup>  
CHANGE  
in REPRODUCTIVE  
MEDICINE**



**HAWAII 2014**  
october 18-22

**ASRM**  
AMERICAN SOCIETY FOR  
REPRODUCTIVE MEDICINE

[Click to view attendee pricing](#)



# Challenges

## 15<sup>th</sup> International THYROID CONGRESS

OCTOBER 18-23, 2015  
Orlando, Florida

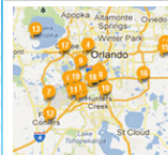
Walt Disney World Swan and Dolphin Resort  
[www.ITC2015.thyroid.org](http://www.ITC2015.thyroid.org)



### Things To Do

- Theme Parks
- Attractions
- Dining
- Shopping
- Arts, Culture & History
- Nightlife & Entertainment
- Sports, Recreation & Outdoors
- Golf
- Spas

### Orlando Map



SEE MAP

### Things To Do

#### Get Inspired in Orlando

Orlando offers hundreds of ways to inspire you. From our diverse dining and entertainment districts and distinctive shopping to world-famous theme parks and attractions, Orlando offers unique recreation options for everyone. Whether you want to swim with dolphins, tee it up on an award-winning golf course, drive a race car, or conquer the roller coasters, Orlando has just the adventure for you.



#### [Theme Parks](#)

Explore what's new and exciting at Walt Disney World® Resort, Universal Orlando® Resort, SeaWorld Parks & Entertainment and Orlando's other world-famous theme parks.

[Learn more](#)



#### [Attractions](#)

Fill your days and nights with unique experiences outside of the theme parks. From rockets to acrobats, Orlando's attractions will take your visit to new heights.

[Learn more](#)



#### [Dining](#)

Orlando is a true culinary hot spot with award-winning restaurants, celebrity chefs, international eateries, casual cafés and chic wine bars for just about any taste or budget.

[Learn more](#)



#### [Shopping](#)

When it comes to distinctive shopping, Orlando has deep closets. While we can certainly bring out the glitz, we also know a great deal when we see one. [Learn more.](#)

[Learn more](#)





# Challenges

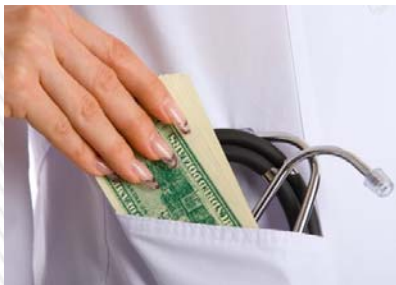
- » International congresses in venues like Hawaii, Disney World, Bali, or Phuket
- » Preceptorship programs
- » Uneven playing field: different compliance standards for local companies
- » Discounts to dispensing HCPs
- » Engaging department heads for small meetings in their hospitals
- » Lack of transparency in use of grants or commercial sponsorships
- » Public health officials attending meetings



# Where Should We Focus?

## Transfers of Value (ToV)

- » Hospitality
- » Fees for Services
- » Educational Grants
- » Medical Education Programs
- » Patient Organisation Support
- » Market Research
- » Research: IIS, studies, surveys



## Sensitive GOs

- » Tender Committees members
- » Product & Site regulators
- » Health Economics & Pricing Authorities
- » Policymakers
- » Former Government Employees



## Third Parties

- Sales and Tender intermediaries
- Vendors e.g. Event Planners, CROs, etc
- Logistics intermediaries
- Joint Ventures & Acquisitions





# How Can We Mitigate Risk?

## Transparency



- 👍 Standards
- 👍 Approval process
- 👍 Documentation
- 👍 Value transfer tracking
- 👍 Escalation



How Can We Mitigate Risk?

# Compliance Assessments

- Risk assessments
- Review of business plans
- Pre-approvals
- Regular audits

## Why?

- 👍 Clear business needs
- 👍 Objective

## Who?

- 👍 Proper Selection Criteria

## How much?

- 👍 Modesty
- 👍 Frequency
- 👍 Fair Market Value
- 👍 Proof of activity

