

We will start momentarily at 2pm ET



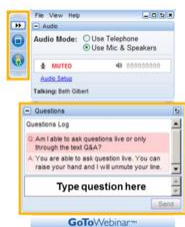
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Have Questions?

Type Questions Box!



“Why am I muted?”

Don't worry. Everyone is muted except the presenter and host. Thank you and enjoy the show.

Or tweet using #acswebinars



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Aida Grga  
Master of Conservation-Restoration



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**Q: “Hungry for a brain snack?”**

**A: ACS WEBINETS™ on YouTube**

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Beginning in 2014 all recordings of ACS Webinars will be available only to current ACS members.

We appreciate your patience while we work to complete the migration of past and current episodes, which we hope to have available as soon as possible.

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## Upcoming ACS Webinars®

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Thursday, March 6, 2014

“From Waste to Wealth Using Green Chemistry”

**James Clark**, Director, Green Chemistry Centre of Excellence

**Dr. Joseph Fortunak**, Professor, Howard University



Thursday, March 13, 2014

“Detecting Bioterrorism: Is Chemistry Enough?”

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**Dr. Darren Griffen**, University of Kent

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Join Dr. Derek Lowe on Reddit!



**Science AMA Series: Friday, Feb 28 @ 2pm ET**

Science AMA Series  
 Medicinal Chemist  
**Derek Lowe**  
 Inside  
 the Real World of  
 Drug Discovery  
 reddit.com/r/science  
 2 pm EST  
 Friday, Feb. 28th



In the Pipeline

**<http://www.reddit.com/r/science>**

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**Next in the Drug Discovery Series!**



Thursday, March 27, 2014

**“Primer in Drug Target Classes”** Session 2



Dr. John P. Overington of the European Bioinformatics Institute

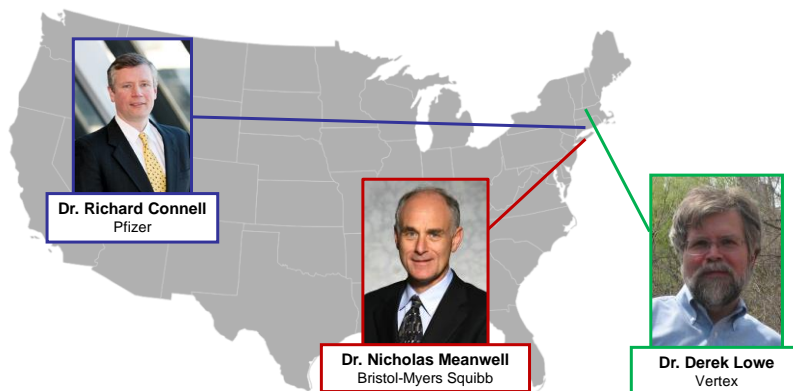
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**2014 Drug Discovery Series:**  
**Overview of the Drug Discovery and Development Process**



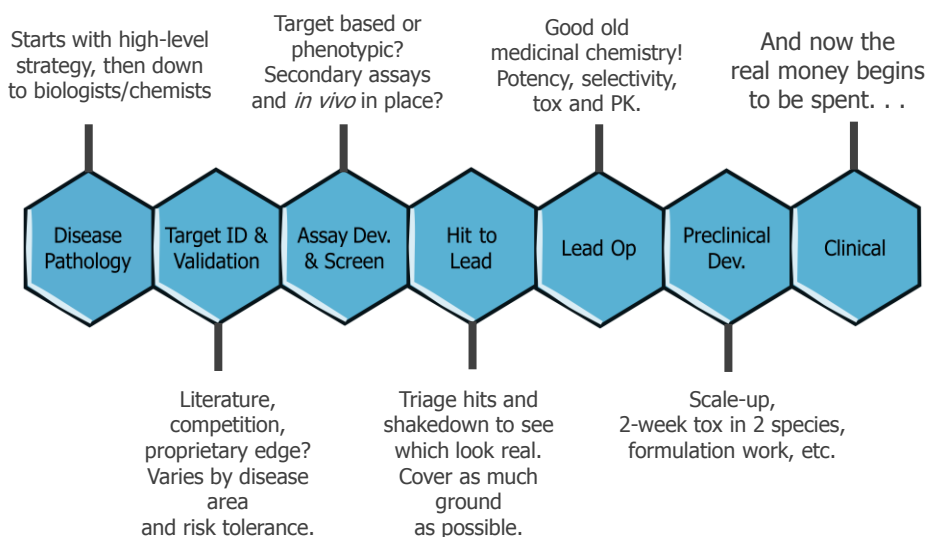
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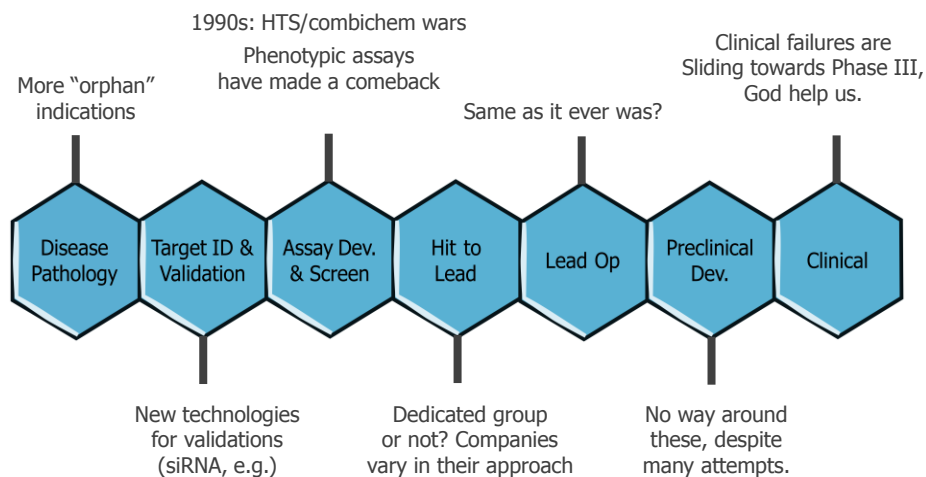
## Everything Up to the Clinic



Ref. 1

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## What's Changed



Ref. 1

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## Audience Question

Have you worked on a phenotypic project?

1. Yes, and recently
2. Yes, but a long time back
3. No – target-based only!
4. Doesn't apply (not my job)

Ref. 1

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## Additional Resources

# CORANTE



<http://www.corante.com/pipeline/>

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## ACS Webinar Slides

Rick Connell  
2014-Feb-27  
Pfizer Inc., Groton, CT



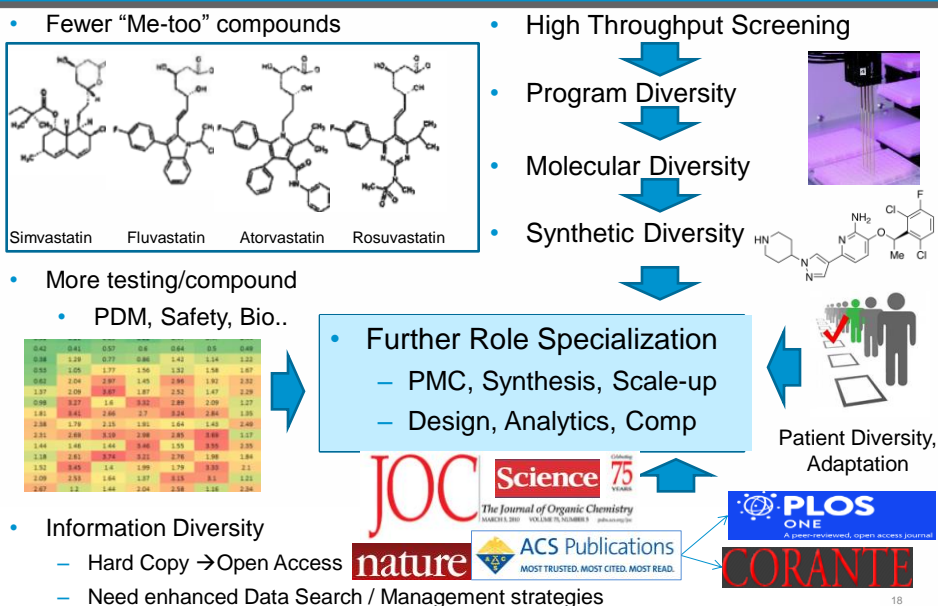
## Audience Questions: Contract Research Orgs

- At my company...
  1. I work directly and personally with a CRO
  2. I don't, but people in my department work with a CRO
  3. My department does not work with a CRO



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## Business Change → Impact on Chemistry Roles



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## Geography is Destiny: How Academics Broke Down Fortress Pharma

- Many Pharmas Research sites were build on
  - Existing manufacturing sites...where drivers were access to water, land, tax incentives.
- Acquisitions in the last decade → a federation of Research sites
- As Pharma sought to partner with academics, co-localization with Academic Medical Centers (AMCs) becomes more important.

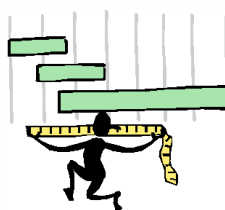
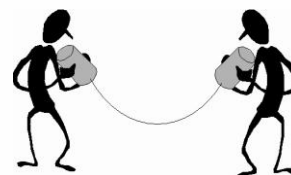


## Audience Question: Merger and Acquisitions

- In the last 5 years, my company...
  1. Acquired another company
  2. Was acquired by another company
  3. Merged with another company (merger of equals)
  4. Has not been involved with a merger or acquisition.

## Skills and Capabilities needed Today

- Strong Scientific Skills
  - Track record of achievement
- Data Management skills
  - Command of e- Literature
  - Ability to handle large data sets
- Communication
- Project Management
- Agility

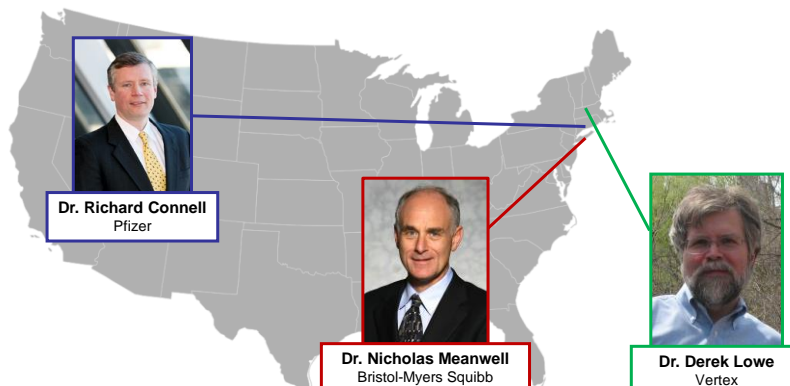


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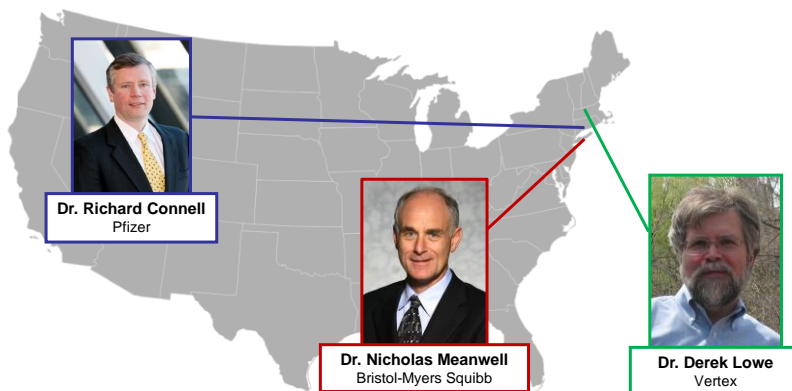
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*Did your question go unanswered?*



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