



State Update: BayBio Annual Conference - “Navigating the Storm”

April 22, 2009

BayBio’s 2009 Annual Conference, “Navigating the Storm,” took place last Thursday in South San Francisco. The event convened nearly 700 industry representatives. Besides offering opportunities to execs to network with potential corporate partners and key industry players, the program was focused on providing meaningful ways for companies to conserve cash, reach new partners, and maximize the value of their pipelines.

The sessions covered a spectrum of issues, including IP portfolio monetization, virtual drug development, outsourcing of R&D, and alternative financing options. Two takeaway messages were clear: First, that companies cannot afford to limit their strategic options. There are many ways to reduce costs and stretch capital that are working to keep companies afloat.

Second, as BiPar Sciences (sold on Wednesday by Sanofi Aventis in a deal worth as much as \$500 million) attested, and Bill Rutter confirmed during his keynote, there are still big opportunities for focused and efficient biotechs to survive and thrive.

BayBio strives to offer its members more value, especially during today’s difficult economic climate. To further facilitate savings BayBio offers to its members, it announced a new member benefits program. BayBio M2M allows member companies to offer discounts and services to fellow BayBio members. To learn more, visit www.BayBio.org