

Minutes of the Partners in Commerce Committee Meeting

10th Annual Conference – Orlando, FL
Saturday, September 11, 2004 – 10:00am

Mission of the Partners in Commerce Committee

The purpose of this committee is to promote an understanding and an appreciation for the partnership that exists between the suppliers and end-users and to ensure that a balance is maintained within the society in order to advance the science and technology of biomolecular screening.

In Attendance:

Stein Roaldset	Consultant	stein_r@comcast.net
Tom Gilman	BioServ/Apricot Designs	tomgilman@bioseroinc.com --?
Dejan Bojanic	Novartis	dejan.bojanic@pharma.novartis.com
John Westerfeld	Consultant	john.westerfeld@xecu.net
Bob Speziale	Tomtech	bspeziale@aol.com
Christine Giordano	SBS	cgiordano@sbsonline.org
Betty Soltesz	SBS	bsoltesz@sbsonline.org
Marilynn Larkin	SBS Publications	mlarkin@sbsonline.org
Al Kolb	KeyTech Consulting	Kolb_a@msm.com
Bob Trinka	American Diagnostica	rtrinka@amdiag.com

John Westerfeld was the SBS Council member present.

Minutes

The meeting was called to order by chairperson Bob Trinka.

The minutes of the previous meeting, held Sept. 21, 2003, in Portland, were distributed and reviewed.

Actions from the Previous Meeting

The concept of Commercial Seminars had been developed and forwarded to the SBS office. Chris Giordano reported that the Conference Committee discussed the concept, but, in the end, felt that the seminars would create two classes of exhibitors which is not desirable.

New Items

The committee discussed the SBS Strategic Plan Goals and how the PIC committee can support the plan.

1. Tactics to Increase the Number of Members

- A.** Support the SBS office with information to assist in target marketing to related drug discovery disciplines such as informatics, ADMD/Tox, proteomics, genomics, etc.
- B.** Assist the SBS office in identifying the advantages of SBS membership that would

be most attractive to prospective new members. (it was mentioned that there are an estimated 96,000 scientists working in the pharmaceutical and biotech industries in the US, indicating that there are many potential SBS members who have not yet joined.)

(The Chair will assign actions and milestone dates)

2. Tactics to Sustain the Quality of Core Programs

(Suggestions to the Conference Committee)

- A.** Ask industry leaders to speak or chair sessions (reminding them that the SBS is THE premier Molecular Discovery organization in the world!!). The PIC Committee can assist in this.
- B.** Benchmark other conferences, identifying tracks, speakers, session chairs, etc., from other organizations (ALA, IBC Drug Discovery & Technology, ScreenTech, ISLAR, etc.) to be confident that the SBS is maintaining a leadership position.
- C.** Organize future conferences to include all major topics in molecular discovery.

3. Tactics to Support the Academic Outreach Committee (AOC)

(Some of the tactics listed below were not discussed during the meeting because the allocated meeting time had expired before all items could be discussed, but were developed in separate consultations after the meeting.)

- A.** The SBS could develop packages of information describing the screening industry and send them to universities to spread the word about the screening industry
- B.** Posters could be encouraged from undergraduate students by having a separate poster section for undergraduates.
- C.** Academia's access to current technologies could be increased by developing a method for vendors and users to share resources, or donate unused or excess equipment to academia. Such a program could be developed with the AOC. Organizations (vendors, users, and academic institutions) could post resources and needs on the SBS Website.
- D.** In order to increase the perspectives and interests participating in the Society, the Society can continue to be inclusive to new technologies and sub-specialties in molecular discovery.
- E.** In order to increase the number of graduates who are fully trained in the art of molecular discovery and increase the number of graduates finding careers in this industry, the Society can increase the communication with academia. Initially, the 'Jobs' section of the SBS Website may be sufficient, but eventually, it may be desirable to have a separate section for recent graduates. The membership committee may develop posters and other tools which can be sent to academia to encourage students to become members of the SBS. Local groups of SBS members may organize and support student groups a local institution to mentor groups of students, both undergraduate and graduate, in topics of molecular discovery.

These tactics will be discussed with the AOC to assign actions and milestone dates. At some time, the Society may designate a staff position as 'Academia Liaison' to assure that adequate resources are devoted to developing and maintaining relationships with academia.

Benefits of SBS Membership

The benefits of SBS Membership were discussed. They include:

- A. Receive SBS Journal – the latest developments in molecular discovery, in peer-review format.
- B. Network with other scientists and professionals
- C. Receive a discount on registration at Society events, such as the Annual Conference and Exhibit and regional meetings.
- D. Take part in educational Virtual Seminars
- E. Participate in Special Interest Group meetings to share experiences and learn from colleagues
- F. Participate in on-line bulletin boards and benefit from the experience of others

Areas that on line bulletin boards can be improved:

Messages are infrequently posted on the on-line bulletin boards, so the recommendation is to increase the flow of messages and have more active discussions.

Suggestions:

- a. Remind members of this resource
- b. Prompt topics to get the conversation flowing

Action: Develop some specific suggestions and present to the SBS Office (Bob Trink, with input from other committee members, by Oct. 15, 2004)

Adjournment

The meeting was adjourned at 11:00am

Respectfully Submitted,
Bob Trink
Chairperson