

Minutes of the Partners in Commerce Committee Meeting

SBS Offices, Danbury, CT
Monday, March 7, 2005 – 11:30am

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:

From Industry:

Stein Roaldset	CyBio	stein_r@comcast.net
John Westerfeld (via telephone)		
	Consultant	john.westerfeld@xecu.net
Bob Speziale	Consultant	bspeziale@aol.com
Bob Trinka	American Diagnostica	rtrinka@amdiag.com

From the SBS Office:

Christine Giordano	SBS	cgiordano@sbsonline.org
Betty Soltész	SBS	bsoltesz@sbsonline.org
David Roman	SBS	droman@sbsonline.org
Christina Lynch	SBS	clynch@sbsonline.org

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. 11, 2004, in Orlando, were distributed.

Actions from the Previous Meeting

We met to further discuss actions from the previous meeting. These actions included:

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, ADME/Tox, proteomics, genomics, etc.

Discussion:

a. The list of related drug discovery disciplines was expanded to include: informatics, ADME/Tox, proteomics, genomics, nanotechnology, pharmacogenomics, and pharmaco-proteomics.

b. Subcommittees should be formed for each of these disciplines to advise the SBS office how on how to best communicate with these drug discovery disciplines. A list of questions that the SBS Office would like to have answered will be prepared by Chris Giordano.

c. 4-6 SBS Members should be identified for each disciplines. (Action: Draft a list, and circulate to the others for additional suggestions before the next step. If possible,

roughly 1/3 of the people should be from 'industry', ie from a supplier to the drug discovery field, and the balance should be scientists and researchers in the field of drug discovery. During the meeting, Bob Trinka took the action to draft this list, and will use the online SBS Membership directory at the SBS website. After the draft is circulated to the meeting attendees, additional input may be available from members of the SBS Board of Directors, or nominations could be solicited from the SBS Membership through a mass-email.

B. Assist the SBS office in identifying the advantages of SBS membership that would be most attractive to prospective new members.

a. It was felt that the items identified in the minutes from meeting of Sept. 11, 2004, page 3, were a good summary of the benefits of SBS membership. Committee members are suggested to add to this list if additional advantages are identified. (They are included here, with some minor revisions, for the convenience of the reader).

- A.** Receive SBS Journal – the latest developments in molecular discovery, in peer-review format.
- B.** Increased exposure to the global scientific community to exchange information that will help streamline drug discovery and speed the way to new technologies
- C.** Receive a discount on registration at Society events, such as the Annual Conference and Exhibit and regional meetings.
- D.** Availability of Educational Virtual Seminars – Scientific updates in the field of drug discovery, which can be taken alone, or with your entire lab, for one low cost and with the added benefit of attending at your site, with no travel -- resulting in less time away from the office.
- 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

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!!).

a. The PIC Committee can assist by forwarding the names of industry leaders in various drug discovery disciplines to the SBS office for future consideration as presenters or session chairs at a future Society meeting.

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.

a. The PIC committee can forward information on other drug discovery meetings to the SBS office for consideration by the Conference and Program committees so we

can always try to improve our Annual Meeting to be the best drug discovery meeting in the world.

b. Virtual Seminars – Chris Giordano asked if the PIC committee had suggestions in how to convince more companies to participate in Virtual Seminars which the SBS can offer to SBS members. No suggestions were voiced at the meeting, but committee suggestions were encouraged.

c. The PIC committee could get more specific feedback from people attending the annual meeting. We could start with suppliers who exhibited in 2003 but who didn't come back to exhibit in 2004. The comments could be helpful in making changes to our program for exhibitors to better meet their needs. Next actions:

- i. supply a list of exhibitors who exhibited in 2003 but not in 2004
(Action: Christina Lynch -- completed)
- ii. develop a list of list of questions (Bob Trinka can draft a list for SBS review)
- iii. develop a telephone program to find out why exhibitors elected not to continue exhibiting at SBS meetings (Bob Trinka will discuss with SBS office)

C. Organize future conferences to include all major topics in molecular discovery.

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

The tactics to support the Academic Outreach Committee (AOC) had not yet been forwarded to this committee.

(Action: Bob Trinka – completed - sent to Amy Wilson, March 15)

Adjournment

The meeting was adjourned at 2:30pm

Respectfully Submitted,
Bob Trinka
Chairperson