



USF CONNECT Incubator

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# Life Sciences Trends

- Healthcare Reform
- Generics
- Personalized Medicine
- Globalization

# Life Sciences Trends

## Healthcare Reform

- Coverage – uninsured population – 50 million
- Reimbursement – What is covered and how much

# Life Sciences Trends

## Generics

- Major sellers coming off patent in next 3 years
- Bio-similars – Now done in Europe by Teva, will come to US market
- Big Pharma's entry – Merck – KGaA/Genpharm, Pfizer - Greenstone , Novartis - Sandoz

# Life Sciences Trends

## Personalized Medicine

- Top six drugs will be Biotech in 2014
- 50% of top 100 will be from Biotech
- Top seller will be less than the 12 billion leader of today – Age of blockbuster is gone
- Pharma acquiring biotech - Genentech, Medarex, Imclone etc.
- Know if a therapy will be effective before treatment  
Herceptin HER2 protein overexpressed.
- Therapies and trials designed with genetics in mind

# Life Sciences Trends

## Globalization

- Rising middle class consumers in emerging markets
- Baxter and Smith & Nephew changes
- Trials and development in the East

# Staffing Benefits

## Customers

- Access to Talent
- Flexibility

## Candidates

- Choice & Flexibility
- Training
- Bridge to Full time employment

# Staffing Advantages in Life Sciences

Firms in transition – out placement, new opportunities

- Small molecule scale down – Pfizer In Michigan
- Moving facilities
- Drugs off patent
- M&A

Growing firms – New facilities, product lines, expansion

- Biotech – Cell media and supporting industries in vaccine production
- Diagnostics – Personalized Medicine, cost efficiencies
- Generics – Massive market potential
- CRO's – Development