

Pharma

John L. LaMattina

Pharma Gerald Posner,2021-04-13 Exorbitant prices for lifesaving drugs, safety recalls affecting tens of millions of Americans, and soaring rates of addiction and overdose on prescription opioids have caused many to lose faith in pharmaceutical companies. Now, Americans are demanding national reckoning with a monolithic industry. In *Pharma*, award-winning journalist and New York Times best-selling author Gerald Posner uncovers the real story of the Sacklers, the family that became one of America's wealthiest from the success of OxyContin, their blockbuster narcotic painkiller at the center of the opioid crisis. The unexpected twists and turns of the Sakler family saga are told against the startling chronicle of a powerful industry that sits at the intersection of public health and profits. *Pharma* reveals how and why American drug companies have put earnings ahead of patients--

Bad Pharma Ben Goldacre,2014-04 Argues that doctors are deliberately misinformed by profit-seeking pharmaceutical companies that casually withhold information about drug efficacy and side effects, explaining the process of pharmaceutical data manipulation and its global consequences. By the best-selling author of *Bad Science*.

Pharma's Prescription Kamal Biswas,2013-10-21 The pharmaceutical industry needs a shot in the arm - and not a moment too soon. The executive suite is mired in a bygone era, a time when extensive, well-funded pharmaceutical R&D produced blockbuster drugs, kept everything in-house and reaped the financial rewards. But that way of working needs to change. Executives now need to know what the technologists in their companies are doing in order to survive the next decade. Written for those new to industry, as well as for experienced professionals or specialists looking to expand their knowledge, this book is a must-read for business executives and information technologists alike. *Pharma's Prescription* bridges the knowledge gap between current business practices and the most valuable technologies today. This book is filled with practical, real-life examples from industry and is a straightforward guide for all pharmaceutical and information technology executives who need to improve their businesses. Focuses on practical solutions that are easily incorporated in your day-to-day work Integrates business operations and information technology Highlights the industry's top turn-around stories Discusses pharmaceutical industry trends, growth opportunities, innovation drivers, regulatory complexities, and emerging market operations

The Antidote Barry Werth,2014-12-23 This is the Moneyball of the pharma world, the story of one drug company's quest to transform the pharmaceutical industry and a deeply revealing look into a world where breakneck capitalism meets life-saving medicine. The \$325 billion-a-year pharmaceutical business is America's most challenging and one of its most profitable. It is tougher in just about every way than any other enterprise: from the towering biological risks inherent in its mission to treat disease; to the thirty-to-one failure rate in bringing out a successful medicine after a candidate clears all the hurdles to get to human testing; to the billion-dollar-plus cost of ramping up a successful product; to operating in the world's most highly regulated industry with the possible exception of nuclear power. *The Antidote* tells the story of Vertex, a maverick drug company led by the charismatic Joshua Boger and a small group of entrepreneurial young scientists who broke off from Merck when it was the world's best drug maker, indeed the most admired business in America because they thought they could make drugs better. Building upon his widely praised *The Billion-Dollar Molecule*, Barry Werth captures the full scope of Vertex's twenty-five-year drive to liver breakthrough medicines and transform the drug industry. *The Antidote* draws upon unprecedented inside reporting spanning more than two decades to provide a groundbreaking close-up of Vertex's inner workings and the ferocious but indispensable world it inhabits--Provided by publisher.

Introduction to Market Access for Pharmaceuticals Mondher Toumi,2017-01-12 Market access is the fourth hurdle in the drug development process and the primary driver for global income of any new drug. Without a strategy in place for pricing, showing value for effectiveness and an understanding of the target purchasers' needs, the drug will fail to reach its intended market value. *Introduction to Market Access for Pharmaceuticals* is based on an accredited course in this area, taken from the European Market Access University Diploma (EMAUD), and is affiliated with Aix Marseille University. Key Features: The first guide to market access for pharmaceuticals based on tested teaching materials Addresses both pharmaceutical and vaccine products Includes case studies and scenarios Covers market access considerations for Western Europe, the USA, Japan and China Explains the impact the changing healthcare market will have on your product

Drug Truths John L. LaMattina,2012-03-02 This book answers the questions about the process and costs of pharmaceutical R & D in a compelling narrative focused on the discovery and development of important new medicines. It gives an insider's account of the pharmaceutical industry drug discovery process, the very real costs of misperceptions about the industry, the high stakes--both economic and scientific--of developing drugs, the triumphs that come when new compounds reach the market and save lives, and the despair that follows when new compounds fail. In the book, John LaMattina, former president of Pfizer Global Research and Development, weaves themes critical to a vital drug discovery environment in the context. This is a story that Dr. LaMattina is uniquely qualified to tell.

The Future of Pharma Brian D. Smith,2016-03-16 By any standard, the pharmaceutical industry's history has been a successful one. In addition to its profits and shareholder dividends, it has been seen by investors as relatively low risk and, largely, counter-cyclical to stock market trends. However, that important contribution appears to be petering out, with significant global implications for employees, shareholders, governments and patients. This is not just caused by the economic crisis. Long before this, several distinct but related streams of evidence emerged that now point to the stalling of the pharmaceutical industry. *The Future of Pharma* examines the causes of the industry's potential decline and offers a convincing and rigorous analysis of the options open to it. What emerges is a landscape defined, on the one hand, by the changing marketplace of mass-market consumers, institutional healthcare systems and wealthy individuals; and on the other by the alternate sources of commercial value - innovative therapies; super-efficient processes, supply chains and operations; and closer customer relations and increasingly tailored health services. The challenges to the pharmaceutical industry now and in the medium and long-term are very significant. Brian Smith's highly readable research findings are a wake-up call and a first step forward for anyone concerned with the future of the industry; whether executive, customer, policymaker or investor.

Vault Career Guide to Pharmaceuticals Sales and Marketing Carole Moussalli,2006-04 Get the inside scoop on pharmaceutical sales careers with this new Vault Guide. Overview of the industry; functions in pharmaceutical sales: field sales, sales management, training and development, instructional design/content development, project management; jobs and career paths; getting hired - education, interview preparation, and more.

Pharma and Profits John L. LaMattina,2022-06-01 High-level commentary on various facets of the pharmaceutical industry from a key leader in the field This book clearly explains the value that the pharmaceutical industry offers to society which is often underreported against the more negative topic of high drug prices. It also offers an overview for drug discovery and development professionals, highlighting the challenges that such drug hunters should be aware of when developing new drugs. Case studies to illustrate topics like hepatitis C, mRNA vaccines, insulin, and price controls are included to aid in seamless reader comprehension. Written by John LaMattina, former president of Pfizer Global Research and Development and well-known speaker and writer for the pharma industry, sample topics covered and questions explored within the work include: Fiscal consequences of curing hepatitis C mRNA vaccines and the race for a cure Why the government does not deserve a piece of Biopharma's profits Paying for drugs whose ultimate value is unknown The impact of reduced revenues on R&D This book is a must-read for biopharmaceutical professionals and executives who wish to gain high-level insight into key challenges that must be first understood, then overcome, within the pharmaceutical industry.

Manufacturing of Pharmaceutical Proteins Stefan Behme,2022-04-18 An expert, single-volume overview of the core processes and disciplines of biopharmaceutical production In the newly revised Third Edition of *Manufacturing of Pharmaceutical Proteins: From Technology to Economy*, renowned chemical engineer Dr. Stefan Behme delivers a comprehensive text covering all aspects of biopharmaceutical manufacturing, including legal and regulatory considerations, production facility design, quality assurance, supply chain management, emerging market regulations, and cost control. Suitable as both a reference book and a training resource, this book extensively explores the impact of digital transformation on pharmaceutical protein manufacturers and includes a brand-new chapter dedicated to digitalization. The distinguished author provides readers with practical understanding of the terminology and principles driving the various fields involved with biotechnological production, including operations, legal, finance, and IT. He also offers: A thorough introduction to biopharmaceutical production, including value creation, product types, and biological basics Comprehensive explorations of the technology of the manufacturing process and analytics Practical discussions of pharmacology and drug safety,

quality assurance, and pharmaceutical law In-depth examinations of pharmaceutical protein production facilities, including facility design and the planning, construction, and commissioning of a manufacturing plant Perfect for biotechnologists working in the pharmaceutical industry, *Manufacturing of Pharmaceutical Proteins: From Technology to Economy* will also earn a place in the libraries of pharmaceutical engineers seeking a one-stop reference for all aspects of biopharmaceutical production.

Pharma Gerald Posner,2020-03-10 Award-winning journalist and New York Times bestselling author Gerald Posner reveals the heroes and villains of the trillion-dollar-a-year pharmaceutical industry and delivers “a withering and encyclopedic indictment of a drug industry that often seems to prioritize profits over patients (The New York Times Book Review). Pharmaceutical breakthroughs such as antibiotics and vaccines rank among some of the greatest advancements in human history. Yet exorbitant prices for life-saving drugs, safety recalls affecting tens of millions of Americans, and soaring rates of addiction and overdose on prescription opioids have caused many to lose faith in drug companies. Now, Americans are demanding a national reckoning with a monolithic industry. “Gerald’s dogged reporting, sets Pharma apart from all books on this subject” (The Washington Standard) as we are introduced to brilliant scientists, incorruptible government regulators, and brave whistleblowers facing off against company executives often blinded by greed. A business that profits from treating ills can create far deadlier problems than it cures. Addictive products are part of the industry’s DNA, from the days when corner drugstores sold morphine, heroin, and cocaine, to the past two decades of dangerously overprescribed opioids. Pharma also uncovers the real story of the Sacklers, the family that became one of America’s wealthiest from the success of OxyContin, their blockbuster narcotic painkiller at the center of the opioid crisis. Relying on thousands of pages of government and corporate archives, dozens of hours of interviews with insiders, and previously classified FBI files, Posner exposes the secrets of the Sacklers’ rise to power—revelations that have long been buried under a byzantine web of interlocking companies with ever-changing names and hidden owners. The unexpected twists and turns of the Sackler family saga are told against the startling chronicle of a powerful industry that sits at the intersection of public health and profits. “Explosively, even addictively, readable” (Booklist, starred review), Pharma reveals how and why American drug companies have put earnings ahead of patients.

Basics of Regulatory Affairs for Pharma Professional Dr. Jayesh Dhalani,

The Pharmaceutical Era ,1898

Careers with the Pharmaceutical Industry Peter D. Stonier,2003-11-14 In recent years, many factors have combined to change the operating environment of the international pharmaceutical industry leading to greater specialisation and sophistication. This new edition will give an update of the different opportunities in drug discovery and development and the scientific, medical or other specialist training needed to accomplish them. The scope of this edition has been broadened to encompass all major roles, including marketing and sales.

Pharmaceutical Economics and Policy Stuart O. Schweitzer,2007 Publisher description

Good Manufacturing Practices for Pharmaceuticals, Seventh Edition Graham P. Bunn,2019-02-04 This book provides insight into the world of pharmaceutical quality systems and the key elements that must be in place to change the business and organizational dynamics from task-oriented procedure-based cultures to truly integrated quality business systems that are self-detecting and correcting. Chapter flow has been changed to adopt a quality systems organization approach, and supporting chapters have been updated based on current hot topics including the impact of the worldwide supply chain complexity and current regulatory trends.

Quality Assurance of Pharmaceuticals World Health Organization,2007 Quality assurance of pharmaceutical products is a continuing concern of WHO. Despite efforts made around the world to ensure a supply of quality and effective medicines, substandard, spurious and counterfeit products still compromise health care delivery in many countries. To respond to the global need for adequate quality assurance of pharmaceuticals, WHO's Expert Committee on Specifications for Pharmaceutical Preparations has over the years made numerous recommendations to establish standards and guidelines and to promote the effective functioning of national regulatory and control systems and the implementation of internationally agreed standards by trained personnel. Many of the relevant documents endorsed by the Committee are reproduced in this volume providing guidance covering all aspects of good manufacturing practices (GMP). Important texts on inspection are also included. Most of the material has been published separately in the Expert Committee's reports. This compendium brings it together to make it more accessible and of greater practical value to those working in faculties of pharmacy, in medicines regulation and control and in the pharmaceutical industry. This is the second updated edition of the compendium and includes texts published in 2005 and 2006 in the WHO Technical Report Series.

Bad Pharma Ben Goldacre,2013-02-05 We like to imagine that medicine is based on evidence and the results of fair testing and clinical trials. In reality, those tests and trials are often profoundly flawed. We like to imagine that doctors who write prescriptions for everything from antidepressants to cancer drugs to heart medication are familiar with the research literature about a drug, when in reality much of the research is hidden from them by drug companies. We like to imagine that doctors are impartially educated, when in reality much of their education is funded by the pharmaceutical industry. We like to imagine that regulators have some code of ethics and let only effective drugs onto the market, when in reality they approve useless drugs, with data on side effects casually withheld from doctors and patients. All these problems have been shielded from public scrutiny because they're too complex to capture in a sound bite. But Ben Goldacre shows that the true scale of this murderous disaster fully reveals itself only when the details are untangled. He believes we should all be able to understand precisely how data manipulation works and how research misconduct in the medical industry affects us on a global scale. With Goldacre's characteristic flair and a forensic attention to detail, *Bad Pharma* reveals a shockingly broken system and calls for regulation. This is the pharmaceutical industry as it has never been seen before.

Business Development for the Biotechnology and Pharmaceutical Industry Martin Austin,2016-04-08 Business Development in the biotechnology and pharmaceutical industries accounts for over \$5 billion in licensing deal value per year and much more than that in the value of mergers and acquisitions. Transactions range from licences to patented academic research, to product developments as licences, joint ventures and acquisition of intellectual property rights, and on to collaborations in development and marketing, locally or across the globe. Asset sales, mergers and corporate takeovers are also a part of the business development remit. The scope of the job can be immense, spanning the life-cycle of products from the earliest levels of research to the disposal of residual marketing rights, involving legal regulatory manufacturing, clinical development, sales and marketing and financial aspects. The knowledge and skills required of practitioners must be similarly broad, yet the availability of information for developing a career in business development is sparse. Martin Austin's highly practical guide spans the complete process and is based on his 30 years of experience in the industry and the well-established training programme that he has developed and delivers to pharmaceutical executives from across the world.

Global Pharmaceuticals Adriana Petryna,Arthur Kleinman,Andrew Lakoff,2006-03-15 In some parts of the world spending on pharmaceuticals is astronomical. In others people do not have access to basic or life-saving drugs. Individuals struggle to afford medications; whole populations are neglected, considered too poor to constitute profitable markets for the development and distribution of necessary drugs. The ethnographies brought together in this timely collection analyze both the dynamics of the burgeoning international pharmaceutical trade and the global inequalities that emerge from and are reinforced by market-driven medicine. They demonstrate that questions about who will be treated and who will not filter through every phase of pharmaceutical production, from preclinical research to human testing, marketing, distribution, prescription, and consumption. Whether considering how American drug companies seek to create a market for antidepressants in Japan, how Brazil has created a model HIV/AIDS prevention and treatment program, or how the urban poor in Delhi understand and access healthcare, these essays illuminate the roles of corporations, governments, NGOs, and individuals in relation to global pharmaceuticals. Some essays show how individual and communal identities are affected by the marketing and availability of medications. Among these are an exploration of how the pharmaceutical industry shapes popular and expert understandings of mental illness in North America and Great Britain. There is also an examination of the agonizing choices facing Ugandan families trying to finance AIDS treatment. Several essays explore the inner workings of the emerging international pharmaceutical regime. One looks at the expanding quest for clinical research subjects; another at the entwining of science and business interests in the Argentine market for psychotropic medications. By bringing the moral calculations involved in the production and distribution of pharmaceuticals into stark relief, this collection charts

urgent new territory for social scientific research. Contributors. Kalman Applbaum, João Biehl, Ranendra K. Das, Veena Das, David Healy, Arthur Kleinman, Betty Kyaddondo, Andrew Lakoff, Anne Lovell, Lotte Meinert, Adriana Petryna, Michael A. Whyte, Susan Reynolds Whyte

The Enigmatic Realm of **Pharma**: Unleashing the Language is Inner Magic

In a fast-paced digital era where connections and knowledge intertwine, the enigmatic realm of language reveals its inherent magic. Its capacity to stir emotions, ignite contemplation, and catalyze profound transformations is nothing in short supply of extraordinary. Within the captivating pages of **Pharma** a literary masterpiece penned with a renowned author, readers attempt a transformative journey, unlocking the secrets and untapped potential embedded within each word. In this evaluation, we shall explore the book's core themes, assess its distinct writing style, and delve into its lasting effect on the hearts and minds of people who partake in its reading experience.

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