

Hui Zhao

Department of Supply Chain and Information Systems
Smeal College of Business
The Pennsylvania State University
419 Business Building
University Park, PA 16802
(Tel) 814-863-1940
huz10@psu.edu

ACADEMIC EXPERIENCE

The Pennsylvania State University, Smeal College of Business, University Park, Pennsylvania

Associate Professor of Supply Chain Management 2015-present
Charles and Lilian Binder Faculty Fellow 2016-present
PhD Program Coordinator, Supply Chain and Information Systems Department 2016-present

Purdue University, Krannert School of Management, West Lafayette, Indiana

Assistant Professor of Management 2003-2012

EDUCATION

Purdue University, Department of Industrial Engineering, West Lafayette, Indiana

Ph.D. in Industrial Engineering, August 2003

– Dissertation: *Managing Service Parts Logistics: Inventory Sharing and Rationing in Decentralized Distribution Networks*

M.S. in Industrial Engineering, December 2002

Purdue University, Krannert Graduate School of Management, West Lafayette, Indiana

Certificate in Applied Management Principles (Mini-MBA), May 2001

Tianjin University, Tianjin, China

M.S. in Mechanical Manufacturing Engineering, March 1997

– Thesis: The Development of a Knowledge-Based Expert System

B.S. in Mechanical Manufacturing Engineering, July 1994

B.S. in Industrial Economics and Systems Engineering, School of Management, July 1994

RESEARCH

1. Research Interests

- Pharmaceutical Supply Chains
- Health Public Policy
- Healthcare System Innovations
- Collaboration and Information Sharing in Decentralized Supply Chains

2. Refereed Journal Articles

- Zhao, H., L. Xu, E. Siemsen. 2020. “Behavioral Inventory Sharing”. *Manufacturing and Services Operations Management*. Forthcoming.

- Jia, J., H. Zhao. 2019. Reflection on “Mitigating the U.S. Drug Shortages through Pareto-Improving Contracts”. *Production and Operations Management*. Forthcoming.
- Xu, L., H. Zhao, N. Petruzzi. 2019. “Inducing Compliance with Post-market Study for Drugs under FDA’s Accelerated Approval Pathway”. *Manufacturing and Services Operations Management*. Forthcoming.
- Jia, Z. and H. Zhao, 2017. “Mitigating the U.S. Drug Shortages Through Pareto-Improving Contracts”. *Production and Operations Management*. 26 (8). 1463–1480.
- Yan, X., H. Zhao, K. Tang, 2015, “Requirement or Promise? Quality-Based Supplier Selection with Quality Improvement”. *Production and Operations Management*. 24 (6), 917–933.
- Yan, X., H. Zhao, 2015, “Inventory Collaboration and Coordination among n-Independent Retailers with Asymmetry Demand Information”. *European Journal of Operational Research*. 243(2). June. 576–587.
- Zeng, B., H. Zhao, M. Lawley, 2013. “The Impact of Overbooking on Primary Care Patient No-show”. *IIE Transaction on Healthcare Systems Engineering*. 3, 147-170.
- Zhao, H., C. Xiong, S. Gavirneni, A. Fein, 2012. “Fee-For-Service Contracts in Pharmaceutical Distribution Supply Chains: Design, Analysis, and Management”, *Manufacturing and Service Operations Management*. 14(4) 685-699.
- Yan, X. and H. Zhao, 2011, “Decentralized Inventory Sharing with Asymmetric Information”, *Operations Research*. 59(6). 1528-1538.
- Schwarz, L. and H. Zhao, 2011, “The Unexpected Impact of Information-Sharing on US Pharmaceutical Supply-Chains”, *Interfaces*, Jul./Aug. 41:354-364.
- Zhao, H., and A. Bisi, 2010, “Optimal Operating Policies in A Commodity Trading Market with the Manufacturer’s Presence”, *Naval Research Logistics*, 57(2), 127-148.
- Zhao, H., J. K. Ryan, and V. Deshpande, 2008, “Optimal Dynamic Production and Inventory Transshipment Policies for A Two-Location Make-to-Stock System”, *Operations Research*, 56 (2), 400-410
- Zhao, H., V. Deshpande, and J. K. Ryan, 2006, “Emergency Transshipment in Decentralized Dealer Networks: When to Send and Accept Transshipment Requests”, *Naval Research Logistics*, Vol. 53, 547-567.
- Zhao, H., V. Deshpande, J.K. Ryan, 2005, “Inventory Sharing and Rationing in Decentralized Dealer Networks”, *Management Science*, 51(4), 531-547.

3. Book Chapters

- Invited chapter on “Healthcare Supply Chains”, 2018. *Handbook of Healthcare Analytics: Theoretical Minimum for Conducting 21st Century Research on Healthcare Operations*. Edited by Sridhar Tayur and Tinglong Dai. Published by John Wiley & Sons. Pang,
- Invited chapter on “Supply Chain Optimization in Healthcare”, 2016. *Advances and Trends in*

Optimization with Engineering Applications, edited by T. Terlaky, M. Anjos, and S. Ahmed, Published by SIAM.

4. Refereed Proceedings

- Zhao, H., 2001, “Simulation and Analysis of Dealer Returns Distribution Strategy”, *proceedings of the 2001 Winter Simulation Conference*, pp.1109-1116, Arlington, Virginia, December 9-12, 2001.

5. Manuscripts In Review Process or To be Submitted

- Xu, L., V. Mani, H. Zhao. “Not a Box of Nuts and Bolts: Distribution Channel Decisions for Specialty Drugs”. Under second revision.
- Zhu, X., Ninh, A., H. Zhao, Z. Liu. “Demand Sensing with Machine Learning Methods: Evidence in Pharmaceutical Industry” Under revision.
- Xu, L., H. Li, H. Zhao. “Outcome-Based Reimbursement: Solution to High Drug Spending?” Under review.
- Zhao, H., Muthupandi, S., S. Kumara. “Licit or Not: Estimating the Status of Online Pharmacies through Web Analytics.” Under review.
- Yu, Y., C. Tucker, H. Zhao, H. Nembhard. 2017. “The Cost-Effectiveness of Total Hip Arthroplasty for Patient Subgroups”. Under revision.
- Jin, L., G. Pang, H. Zhao, Design of a B2B Tele-health System. *In preparation for submission.*
- Zhao, X., Z. Jia, H. Zhao. Drug Reimbursement Policy and Drug Shortages. *In preparation for submission.*
- Xu, L., H. Zhao. 2019. The Effectiveness of Substance Abuse Treatment Services in Combating the Opioid Crisis. *In preparation for submission.*
- Okajima, H., H. Zhao, Z. Jia, and S. Xu 2015, “Dynamic Dual Capacity Sourcing for New Ethical Drugs”. *Working paper.*
- Zhao, H., X. Zhang, F. Pan, and K. Tang, 2013, “The Impact of Competition on Manager Compensation: Theory and Evidence in Hedge Funds”. *Working paper.*

6. Highlights of Research Impact Besides Publications

- Selected expert interviewee by MITRE for Research Project with U.S. Department of Health and Human Services (HHS) Office of the Assistant Secretary for Preparedness and Response (ASPR) on “understanding threats to the US public health and healthcare infrastructure over the next five to ten years”. Dec. 2019.
- Invited by FDA to serve on an expert panel on drug shortages, Sept. 2018.
- Invited to present paper “Mitigating The US Drug Shortages: Contract Design and Operational Strategies” to FDA/HHS (The US Food and Drug Administration/Department of Health and Human

Services) in July 2014. Research results have been forwarded to FDA shortage stakeholders meeting for wider discussion. This work also won finalist award 2015 for the competitive Pierskalla Award organized by the Health Applications Society at INFORMS.

- Paper “The Impact of Overbooking on Primary Care Patient No-show” (Zeng, et al. 2013) was selected as a featured article for IE (Industrial Engineers) Magazine in Oct. 2013 sent to all IIE (Institute of Industrial Engineers) members including many practitioners due to its new insights and contribution.
- Research on FFS contracting (Zhao, et al. 2012) has been used by top consultants from Pembroke Consulting Firm for FFS contracts implementation.
- Collaboration with PEW Research Foundation (Washington DC), a research foundation aiming at research having policy implications.

7. Funded Research

- Co-PI: An Innovative Telehealth Model for Sexual Assault and Forensic Examination – a virtual tele-forensic program. Collaboration with Pennsylvania Sexual Assault Forensic Examination and Telehealth (SAFE-T) Center. US Department of Justice. 2018-2021. Total: \$3 Million. My share: \$45,000.
- Project Leader: The Effectiveness of Substance Abuse Treatment Services in Combating the Opioid Crisis. Sponsored by the NSF Center for Health Organization Transformation at Penn State. 2018-2019. \$25,000.
- PI: Tracking Online Pharmacies Through Web Mining. Smeal Commercialization of Research (SCOR) Grant Program. \$30,000. 2017-2018.
- Research team member: The Impact of the Drug Supply Chain Security Act (DSCSA) on the Pharmaceutical Supply Chain. 2017. Sponsored research with CVS.
- Small research grants, Smeal College of Business, \$2000-3000. 2014, 2016.
- Co-PI: Modeling the Supply Chains for Healthcare Products, with L. Schwarz and V. Deshpande, Regenstrief Center for Healthcare Engineering, Purdue University. \$50,000. 2009-2010.
- International travel award, 2005, 2006, Purdue University.

8. Recent Conferences (Invited or Refereed, 2009 - current)

INFORMS Annual Conference. Seattle, Oct. 2019

Invited Session Chair: Healthcare Public Policy

INFORMS Annual Conference. Phoenix, Oct. 2018

Invited Session Chair: Innovation in Healthcare/Pharmaceutical Supply Chains

Artificial Intelligence Summit 2018 — Xavier Health, Cincinnati, Ohio. Aug. 2018

INFORMS International Taipei. June 17-20, 2018.

Healthcare cluster co-chair and presenter

– *Assuring Compliance of Post-market Study for Drugs under Accelerated Approval*

INFORMS Annual Conference. Houston, Texas, Nov. 2017.

– *Behavioral Inventory Sharing.*

- *Assuring Compliance of Post-market Study for Drugs under Accelerated Approval*

Artificial Intelligence Summit 2017 — Xavier Health, Cincinnati, Ohio. Aug. 2017

POMS Annual Conference. Seattle, Washington, May 2017.

- *Behavioral Inventory Sharing.*
- *Assuring Compliance of Post-market Study for Drugs under Accelerated Approval*

CSAMSE annual conference, China University of Science and Technology, Hefei, China. July 2016.
 Panelist, *Challenges and opportunities for women faculty in Management Science and Operations Management*

INFORMS Annual Conference. Orlando, Florida, May 2016.

- *Behavioral Inventory Sharing.*
- *Determinants of distribution channel choice for specialty drugs.*
- *Pharmaceutical capacity planning for new drugs*

INFORMS Annual Conference. Philadelphia, November 2015.

- *Behavioral Inventory Sharing.*
- *Determinants of distribution channel choice for specialty drugs.*

POMS Annual Conference, Washington D.C., May 2015

- Invited Session Chair: Pharmaceutical Supply Chains
- *Gatekeeper or Roadblock? Regulations for Drug Research and Development*
 - *Mitigate US Drug Shortage through Supply Chain Contracts*

INFORMS Annual Conference. San Francisco. November 2014.

- MSOM Sponsored Session Chair: Healthcare Supply Chains
Gatekeeper or Roadblock: Optimizing Evidence Generation and Access to New Drugs
- Invited presentation in Susan Xu Memorial Session: *Accelerating Phase I Clinical Trial through Efficient Patient Recruitment.*

POMS Annual Conference, Atlanta, GA, May 2014

- Invited Session on Healthcare Supply Chains: *Accelerating Phase I Clinical Trial Through Efficient Patient Recruitment.*

INFORMS Annual Conference. Minneapolis, MN, Oct. 2013.

- MSOM Sponsored Session Chair: Challenging Decisions in Pharmaceutical Supply Chains

INFORMS HEALTHCARE Conference, Chicago, IL, June 2013

- MSOM Sponsored Session Chair: Challenging Issues in Pharmaceutical Supply Chains

INFORMS Annual Conference. Phoenix, AZ, October 2012

- MSOM sponsored session chair: Challenges and Strategic Decisions in Healthcare Supply Chains
Dynamic Dual Capacity Sourcing for New Ethical Drugs.

FDA/Xavior Healthcare Global Outsourcing Conference for pharmaceutical industry, September 2012

- Invited to speak on pharmaceutical supply chains.

POMS Annual Conference, Chicago, IL, April 2012

- Design, Analysis, and Management of Fee-For-Service Contracts in Pharmaceutical Supply Chains,*
 College of Healthcare Operations Management.

INFORMS Annual Conference. Charlotte, NC, November 2011

- Health applications invited session: *Fee-For-Service Contracts in Pharmaceutical Distribution Supply Chains.*
- Supply chain management invited session: *Inventory Sharing and Coordination among n-Retailers.*

IQPC (International Quality and Production Center) Pharmaceutical Distribution Conference, Philadelphia, PA, July 2011

Invited speaker: *Assessing the Options and Trends to Ensure You Implement What is Right for Your Business.*

MSOM Annual Conference. Selected for Healthcare SIG. University of Michigan, MI, June 2011

Fee-For-Service Contracts in Pharmaceutical Distribution Supply Chains: Design, Analysis, and Management.

POMS Annual Conference, Reno, NV, April 2011

- Invited session chair: Healthcare supply chains
- *Design, Analysis, and Management of Fee-For-Service Contracts in Pharmaceutical Supply Chains.*

INFORMS Annual Conference, Austin, TX, October 2010

Invited session: Healthcare Supply Chains.
The Unexpected Impact of Information-Sharing on US Pharmaceutical Supply Chains,

INFORMS Annual Conference, San Diego, October 2009

- Invited Session Chair: Healthcare Supply Chains
- *IMAs and Their Impact on Pharmaceutical Supply Chains*
 - *The Effect of Price Increase and Information Sharing on the Pharmaceutical Industry*
 - *Clinic Overbooking and Patient Responses: A Game Theoretic Approach*
 - *Promise or Requirement? Supplier Selection with Quality Improvement*

MSOM Annual Conference. MIT. June 2009

- *Supplier Selection with Quality Improvement*
- *Clinic Overbooking and Patient Responses: A Game Theoretic Approach*

9. Invited Talks

- Haas School of Business, University of California Berkeley
- Keynote speaker, the 5th International Workshop on Supply Chain Management and Express Logistics. University of Science and Technology of China
- China Europe Business School, Shanghai, China
- Shanghai Jiaotong University, China
- Fudan University, China
- Combined seminar for School of Business and Industrial Engineering, Hong Kong University of Science of Technology
- School of Business, Hong Kong University
- School of Business, Hong Kong Chinese University
- School of Business, Hong Kong City University
- School of Business, Hong Kong Polytech University
- School of Business, National University of Singapore
- School of Business, Hong Kong Chinese University ShenZhen

- College of Business, SunYat-Sen University
- School of Management and Economics, Tianjin University
- School of Management, Huazhong University of Science and Technology
- School of Economics and Management, Peking University
- Department of Applied Math, College of William and Mary
- Industrial Engineering, Tsinghua University
- College of Business, Renmin University
- School of Industrial Engineering, University of Pittsburgh
- The US FDA (Food and Drug Administration) and HHS (The US Department of Health and Human Services)
- Marshall School of Business, University of Southern California
- Robert H. Smith School of Business, University of Maryland
- Johnson School of Business, Cornell University
- Carlson School of Management, University of Minnesota
- W.P. Carey School of Business, Arizona State University
- LeBow College of Business, Drexel University
- Department of Industrial Engineering, Penn State University
- Kelley School of Business, Indiana University Bloomington
- School of Business, University of Miami
- School of Business, University of Wisconsin Madison
- Mendoza College of Business, University of Notre Dame
- Department of Industrial Engineering, Northwestern University
- Department of Industrial Engineering, University of Illinois, Urbana-Champaign

10. PhD Students Advising

- Chair: Liang “Leon” Xu (August 2019), Smeal College of Business, Penn State University. Placement: Assistant Professor, School of Business, University of Nebraska, Lincoln.
- Co-chair: Hiroko Okajima (September 2013), Smeal College of Business, Penn State University. Current Position: Assistant Professor, Towson University, Maryland.
- Co-chair: Fei Pan (May 2010), Krannert School of Management, Purdue University. Current Position: Director, Corporate Supply Chains, Cummins.
- Co-chair: Xinghao Yan (May 2009), Krannert School of Management, Purdue University. Initial placement: Assistant Professor, Richard Ivey School of Business, The University of Western Ontario. Current position: Associate Professor, School of Business, University of Toledo.
- Core Committee Member: Chuanhui “Charles” Xiong (August 2011), Krannert School of Management, Purdue University. Current Position: Associate Professor, School of Business, University of North Carolina at Pembroke, Pembroke.
- Committee: Jamie Wieland (August 2008), School of Industrial Engineering, Purdue University. Current position: Instructional Assistant Professor, College of Business, Illinois State University.

TEACHING

1. Teaching Recognition

Krannert Distinguished MBA teacher, Fall 2006, 2007, 2008, 2010.

2. Courses Developed or Co-developed

- Business Analytics: MBA core, Krannert School of Management, Purdue University
- Incentives and Information Asymmetry & Pharmaceutical Supply Chains: PhD course, Krannert School of Management, Purdue University
- Business Analytics second-piece, undergraduate course, Smeal College of Business, Penn State University
- MIS 301: Business Analytics, undergraduate course, SCM&IS department, Smeal College of Business, Penn State University

3. Teaching Experience

Smeal College of Business, Penn State University

Undergraduate core:

SCM 421 – Supply Chain Analytics (2012-present)

PhD course:

SCM 597 – Supply Chain and Information Systems practicum (2015-present)

Krannert School of Management, Purdue University

MBA core:

Mgmt 670 – Business Analytics (Fall 2010, 2011)

Mgmt 670 – Quantitative Methods for Business I (Fall 2006, 2007, 2008)

Mgmt 671 – Quantitative Methods for Business II (Fall 2006)

Undergraduate core:

Mgmt 306 – Management Science (Course Revised)

Mgmt 306 – Management Science (only showing ratings of 2006 and later)

PhD course:

Mgmt 690 – Incentives and Information Asymmetry & Pharmaceutical Supply Chains (Spring 2009)

Discovery Park, Purdue University

Invited lecture for China Pharmaceutical Executive Delegation on U.S. Pharmaceutical Distribution Supply Chains.

School of Industrial Engineering, Purdue University

IE383 – Integrated Production Systems (Fall 2002)

INDUSTRY EXPERIENCE

- Research Analyst, Caterpillar Inc., Distribution and Logistics Strategy and Development, Morton, IL (May – August 2000)
 - Project on CP (Contract packaging) balancing leads to an estimated savings of \$3M.

- Consultant, Technical Assistance Program, Production systems and industrial engineering area, Purdue University (May 1999 - August 2001)
 - Provided consulting services to Indiana businesses.
- Process Engineer, Procter & Gamble Personal Cleansing LTD. Tianjin, China (March - June 1997)

AWARDS AND HONORS

- Expert interview on “Understanding the threats to the public health and healthcare infrastructure over the next five to ten years” with MITRE on behalf of the U.S. Department of Health and Human Services (HHS) Office of the Assistant Secretary for Preparedness and Response (ASPR), December 5, 2019.
- Runner up, Ralph Gomory Best Industry Studies Paper Award, Industry Studies Association (ISA), 2017. for the paper “Mitigating the U.S. Drug Shortages Through Pareto-Improving Contracts”.
- Finalist, Pierskalla Award, Health Applications Society at INFORMS. 2015. For the paper “Mitigating the U.S. Drug Shortages Through Pareto-Improving Contracts”
- Winner, Smeal commercialization research grant award. 2017.
- Invited to FDA (US Food and Drug Administration) and HHS (US department of Health and Human Services) in Washington DC to present research on mitigating US drug shortages. July 2014. Research results were then forwarded to FDA stakeholders meeting for wider discussion.
- Paper entitled “The Impact of Overbooking on Primary Care Patient No-show” was selected as a featured article for IE Magazine (Oct. 2013), the IIE Society magazine sent to all members.
- Core Affiliated Faculty, NSF Center for Health Organization Transformation at Penn State.
- Invited member, The National Institute for Innovation in Manufacturing Biopharmaceuticals, Penn State Team, 2016-present.
- NSF funding proposal review panel, 2015.
- Affiliated faculty member, Regenstrief Center for Healthcare Engineering, Discovery Park, Purdue University, 2009-2011.
- Invited speaker for China Pharmaceutical Executive Delegation to Purdue University, Oct. 2008.
- Purdue Research Foundation Fellowship for PhD student research, 2006-2007.
- INFORMS Purdue Student Chapter officer, 2001-2002
- Graduate Students Women in Engineering Mentoring Program Leadership Team, 1999-2000
- Outstanding Student Scholarship, Tianjin University, Tianjin, 1990 – 1997
- Wang Kechang Scholarship, Tianjin University, Tianjin, 1994

PROFESSIONAL SOCIETIES AND SERVICES

- Services and Involvements in Professional Societies

Journals

- Associate Editor. Decision Science Journal, Healthcare and Supply Chain Management Departments
- Associate Editor, Naval Research Logistics, Healthcare Department
- Referee for journals such as *Management Science*, *Operations Research*, *Manufacturing & Service Operations Management*, *Naval Research Logistics*, *Production and Operations Management*, *European Journal of Operational Research*, *IIE Transactions*, *IEEE Robotics & Automation*.

Conferences

- Cluster Co-Chair, INFORMS MSOM Healthcare SIG, INFORMS annual conference, Washington DC, 2020.
- Cluster Co-Chair, INFORMS Health Applications Society (HAS), INFORMS annual conference, Seattle, Oct. 2019.
- Healthcare Track Co-chair, POMS International Conference, Tianjin, June 2019.
- Cluster Co-Chair, Healthcare Systems and Applications. INFORMS International conference, Taipei, June 2018.
- Co-chair, Business Analytics Track, DSI Annual conference, Austin, Dec. 2016.
- Panelist, *Challenges and opportunities for women faculty in Management Science and Operations Management*, CSAMSE annual conference, 2016, 2017.
- Invited Session Chair: INFORMS Annual Conferences 2002-2003, 2006-2014, POMS Annual Conference 2011, 2012, 2015, 2018.
- Co-chair, Decision Science Institute Annual Conference Best Paper Award. 2013.

Society

- INFORMS Health Applications Society Officer: Coordinator of Outreach and Communications, 2019-2021.
 - Member of INFORMS (Institute for Operations Research and the Management Sciences), MSOM (Manufacturing and Service Operations Management Society) and Health Applications Society under INFORMS, and POMS (Production and Operations Management Society) and College of Supply Chain Management and Healthcare Operations Management under POMS. 2003-present
 - Faculty Advisor for INFORMS Purdue Student Chapter, 2003-2012.
- Services to Department/College/University
 - Penn State University
 - Academic Administrative Evaluation Committee for the Office of the Dean of the Smeal College of Business, 2016
 - Smeal College of Business
 - College PATCOM, member, 2016-2017
 - Member, Smeal College Academic Integrity Committee, 2014-present
 - Member, Graduate Study Faculty Council, 2017-present
 - Business Analytics Implementation Task-Force, 2014: developed a course for undergraduate business analytics second-piece
 - Chair, SC&IS department P&T committee. 2019-2020.
 - SC&IS department PhD program coordinator, 2016- present
 - SC&IS department faculty search committee, 2014, 2015, 2017
 - SC&IS department PhD admission committee, 2013-present
 - SC&IS department PhD candidacy committee, 2013-present
 - Coordinator, Susan Xu Memorial, 2014.
 - Faculty advisor, Teach for China, Penn State chapter (a non-profit organization for equal learning opportunities in China).
 - Krannert School of Management, Purdue University
 - Faculty advisor for Krannert Chinese Business Association
 - Faculty mentor for students from the PharmD/MSIA program (a joint program between Krannert School of Management and the School of Pharmacy)

- PhD admission committee
- Faculty STAR committee

OUTREACH

- Member, Application of Artificial Intelligence in Healthcare Systems, CPQA team, a joint effort of FDA and Xavier University. August 2018 – present
- Team Co-leader: Application of Artificial Intelligence in Healthcare Systems, Continuous Learning Systems Pharma Team, a joint effort of FDA and Xavier University. August 2017-August 2018
- Center for Supply Chain Research, Penn State University
 - Founder and organizer, Pharmaceutical research focus group, 2016, 2017.
 - Presenter and discussion facilitator, Corporate Sponsor Conference, April 2016.
 - Faculty representative for visiting corporate sponsors.
 - Co-facilitator for breakout session, “Successful Improvement of Visibility and Alignment”, Supply Chain Leaders Forum. September 2014.
 - Research Session Facilitator. “*Requirement or Promise? First-Mover Advantage in Quality Contracting*”. Center for Supply Chain Research Corporate Sponsors Meeting. November 2013.
 - Session Facilitator, “Industry Perspectives on Big Data”, Pharmaceutical/Chemical/Process industry. Supply Chain Leaders Forum. March 2013.
- FDA/Xavior Healthcare Global Outsourcing Conference for pharmaceutical industry, September 2012. Invited to speak on pharmaceutical supply chains.
- IQPC (International Quality and Production Center) Pharmaceutical Distribution Conference, Philadelphia, July 2011
Invited speaker: Assessing the Options and Trends to Ensure You Implement What is Right for Your Business.