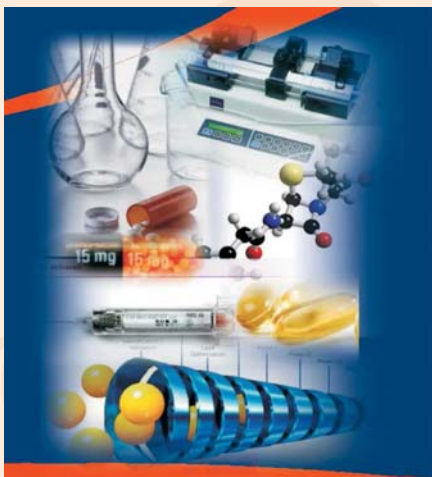


### List of tentative speakers\*

Dr. S.Chandrashekar, Director , CSIR-IICT.  
Dr. U.S.N.Murty, Project Director, NIPER, Guwahati.  
Dr .V.Venkateswarulu, Managing Director, Neuheit Pharma.  
Dr. S.S.Apte,Vice President – NDDS, Natco Pharma Ltd. Hyderabad.  
Dr Prathama S. Mainkar, CSIR—IICT, Hyderabad  
Dr Ch Raji Reddy , CSIR—IICT, Hyderabad  
Dr. Julius Vaz, Global Drug Development, Novartis  
Dr. Subramanian Ganesan , PKS, Novartis, Hyderabad  
Dr. Ramachandra Sangana, PKS, Novartis, Hyderabad  
Dr. Pramod, Global Drug Development, Novartis  
Dr. Rahul Vats, Clinical Development and Analytics, Novartis  
Dr. Dhruvajyoti Pathak , Drug Safety and Epidemiology, Novartis  
Mr. Divakar Peri, Drug Regulatory Affairs, Novartis  
Dr. Parasar Pal, Clinical Development and Analytics, Novartis  
Mr. Rahul Som, Commercial Services, Novartis  
Mr. Gurpreet Singh, Commercial Services, Novartis  
Mr. Devi Prasad Jagatpal Singh, Commercial Services, Novartis  
Ms. Harneet Kaur, Patient Access Services, Novartis  
Mr. Sharath Medi, Patient Access Services, Novartis  
Mr. Venkatramana Ramesh, Global Development Operations, Novartis  
Prof. Devraj Rambhau, *Director-Technical, Pulse Pharma, Hyderabad*  
Prof Saranjit Singh, *NIPER Mohali*  
Dr Vilas Dahanukar, *Dr Reddy's Laboratories Ltd., Hyderabad*  
Dr Rajappa Vaidyanathan, *Bristol Myers Squibb, Bengaluru*  
Dr Narahari Sastry, *IICT, Hyderabad*  
Dr Ramesh Panchagnula, *Nektar Therapeutics, Hyderabad*  
Dr Sandhya Mandlekar, *Bristol Myers Squibb, Bengaluru*  
Dr Manjunath S Rama Rao, *Bristol Myers Squibb, Bengaluru*  
Dr Y.K.Gupta, *AIIMS, New Delhi*  
Dr V. Swaroop, *Incozen Therapeutics, Hyderabad*



\*Based on their availability, speakers may change.

### Organizing Committee

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#### Patrons

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*Joint Secretary to Govt. of India, DoP*  
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*Director, CSIR-IICT, Hyderabad*  
Dr. Subodh Deshmukh  
*Global Drug Development, Novartis, Hyderabad*

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*Officer on Special Duty, NIPER Hyderabad*

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Prof. B. Rajeswara Reddy  
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Dr. Julius Vaz, (Global Drug Development, Novartis, Hyderabad)  
Mr. Dinesh Pillaipakkamnatt, (GDU, Novartis, Hyderabad)  
Dr. R. Srinivas, Dean, NIPER-Hyderabad  
Dr. Prathama S Mainkar, Management Committee Member, NIPER-Hyderabad  
Dr. S. Ramakrishna, Management Committee Member, NIPER-Hyderabad  
Dr. B. Nagendra Babu, Management Committee Member, NIPER-Hyderabad

#### Core Committee

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Dr. N. Shankaraiah, *NIPER -Hyderabad*  
Dr. Arifuddin Mohammed, *NIPER -Hyderabad*  
Dr. M.V.Narendra Kumar Talluri, *NIPER -Hyderabad*  
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Dr G. Pavan Kumar Reddy, *Assistant Professor, NIPER -Hyderabad*  
Dr. T. Venu, *Assistant Professor, NIPER -Hyderabad*  
Dr. Ch. Naveen, *NIPER -Hyderabad*  
Dr. M. Mallika, *NIPER -Hyderabad*  
Dr. Swapna Vadlamani, *NIPER -Hyderabad*  
Mr. N. Rajesh Kumar, *NIPER -Hyderabad*

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Organized by



## WORKSHOP ON DRUG DISCOVERY & DEVELOPMENT Concept, Clinic & Commercialization (D3C3)

Supported by

Department of Pharmaceuticals  
Ministry of Chemicals and Fertilizers, Govt. of India  
&  
Academic Connect, Novartis, Hyderabad

at

National Institute of Pharmaceutical Education & Research (NIPER)  
Balanagar, Hyderabad – 500 037  
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## NIPER-Hyderabad

National Institute of Pharmaceutical Education and Research (NIPER), Hyderabad is an "Institute of National Importance" established by the Department of Pharmaceuticals, Ministry of Chemicals & Fertilizers, Government of India to promote excellence in the field of Pharmaceutical Education & Research. NIPER Hyderabad was established in 2007 in the premises of erstwhile R&D centre of IDPL, Balanagar, Hyderabad as one of the six new NIPERs and made rapid progress with the effective mentorship of CSIR-ICT in the last 9 years. The Institute is currently offering two year post graduate courses M.S (Pharm) in Medicinal Chemistry, Pharmacology & Toxicology, Regulatory Toxicology, Pharmaceutical Analysis and Pharmaceutics M.Tech (Pharm) in Process Chemistry and M.B.A (Pharm) in Pharmaceutical Management. The Institute is also offering PhD programs in Medicinal Chemistry, Pharmacology & Toxicology, Pharmaceutical Analysis and Pharmaceutics



### Key objectives:

- Preparing professionals to suit the requirement of the pharmaceutical industry.
- Creating a world class institute of teaching and research in the field of pharmaceutical sciences and management.
- Enhancing creativity, motivation and drive for inculcating professionalism.
- Bringing synergy between academia, R&D and industry.
- Bridging collaborations between pharma, biotechnology and information technologies

## Achievements & Research Accomplishments

### Awards and honors:

**NIRF India Rankings 2017:** NIPER Hyderabad secured 5<sup>th</sup> rank under Pharmacy category and 58<sup>th</sup> Rank under Overall category. It secured 1<sup>st</sup> Rank in Teaching, Learning and Resources under Pharmacy category

**Awards & Honors :** Faculty & Students received prestigious awards such as Angelika Bierhaus award from NEURODIAB; IDMA Research award, IDMA Young Pharmaceutical Analyst award, OPPI Young Scientist award; Young Scientist award from Telangana Academy of Sciences, SIPRA Innovation Pharma Research Award, Dr K.V.Rao Scientific Society, Prof Manjeet Singh, J.B. Mody Best Student Excellence Awards.

### Research Output:

More than 400 Research Publications in Peer Reviewed Journals

Filed patents in the areas of Drug Discovery, Formulation Development and Analytical Method Development

Faculty received more than 20 research grants from different funding agencies

### Conference and Workshops organized:

- NIPER - Pharma Industry Meet (Role of Academia in Strengthening of Indian Pharma): 24<sup>th</sup> March 2017
- Conference on Drug Discovery & Development (Focus on Cancer & Diabetes) 16<sup>th</sup> & 17<sup>th</sup> March, 2017
- Conference on Innovations in Pharmaceutical Technologies & Workshop on GLP/GMP compliance 24<sup>th</sup> & 25<sup>th</sup> Jan. 2017
- Conference on "Quality Management in Bulk Drug and Formulation Manufacturing"- 12<sup>th</sup> & 13<sup>th</sup> Aug. 2016
- One day workshop on "Emerging Trends In Pharmaceutical Sciences"- 9<sup>th</sup> July 2016
- Conference on Fostering Innovation in Pharmaceutical and IPR Management- 21<sup>st</sup>-22<sup>nd</sup> March 2016
- Conference on Drug Discovery & Development (Global Scenario – Indian Perspective) – 20<sup>th</sup>-21<sup>st</sup> November 2015
- One-Day Workshop on Concepts and Applications of Molecular & PK/PD Modeling - 10<sup>th</sup> April. 2015
- National Conference on Innovative Processes for Bulk Drugs (IPBD) – 26<sup>th</sup>-27<sup>th</sup> March 2015
- International Conference on Drugs for the Future: Infectious Diseases (DFID) 27<sup>th</sup> & 28<sup>th</sup> Mar. 2014
- Drug Discovery (D2@C2): Module – I, II, and III-2012
- Bioinformatics@BioAsia-2012
- American Association of Pharmaceutical Sciences (AAPS) -2nd PharmSci@India-2011
- Computer aided drug design and discovery: CAD3-2010/11
- MEDCHEM Congress-2011
- 4th CRSI-RSC Symposium in Chemistry-2010
- D4PS-2010 | 4th CRSI-RSC Sympo

## Participation Certificate

A Participation Certificate will be given to participants attending one or more modules.

A Course Certificate will be given to the participant attending all three modules

### Eligibility Criteria

Any Graduate from Science/Pharmacy/Medical or allied fields.

### Key Objectives

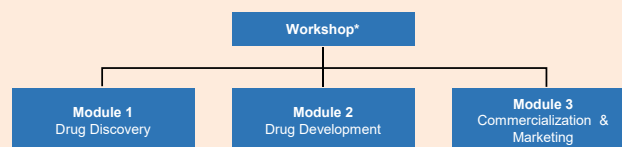
To train professionals catering to the needs of pharmaceutical industry.

To provide an opportunity to interact with experts from the field of drug discovery & development

### Workshop design

The workshop has invited lectures by eminent Professors from Academia/ Scientists from industry in the field of drug discovery, development and commercialization. Lectures are accompanied by hands-on training sessions and demonstration of special techniques/experiments in relevant topics. The workshop is designed to consist of three modules and each module of is of two days duration. The main objective of the workshop is to enhance the knowledge of the students and professionals working or intending to work in drug discovery, development, commercialization and marketing.

### Flowchart of workshop



\* Each workshop module has both theory and hands-on experience/case studies

Note: Workshop has live case studies in above areas.

### Who should attend?

- Students/Scholars enthusiastic to get into the field of drug discovery
- Professionals wanting to change career within the industry/academia
- Personnel in industry and academia requiring comprehensive training in Drug Discovery

### Registration fees

Details	Student		Faculty		Industry	
	Per Module	Full Course*	Per Module	Full Course*	Per Module	Full Course*
Registration Fee	1,500	3,500	3,000	7,500	7500	20,000

\* Covers workshop material, participation in meetings, refreshment and lunch for the days of workshop

Mode of payment: Registration Fee may be paid through Demand Draft drawn in favor of

"NIPER - HYDERABAD", payable at Hyderabad. (or) through online payment.

Online payment details:

In favor of 'NIPER – HYDERABAD' State Bank of India

SBI A/C No: 62099131006

IFS code: SBIN0021045 MICR No: 500002410

### Important Dates

- Last Date for Registration for Module 1 : 9<sup>th</sup> February, 2018
- Last Date for Registration for Module 2 : 2<sup>nd</sup> March, 2018
- Last Date for Registration for Module 3 : 6<sup>th</sup> April, 2018

**Note : The participants interested in attending all 3 modules should register by 9<sup>th</sup> February, 2018**

## Module 1

### Drug Discovery

**Day 1:** NIPER-Hyderabad (16<sup>th</sup> February, 2018)

**Day 2:** NIPER-Hyderabad (17<sup>th</sup> February, 2018)

### Course Content

- Target identification and validation
- Hit finding and high throughput screening
- Lead optimization
- *In vitro* and *in vivo* screening
- Toxicological testing
- Dose prediction and candidate selection

## Module 2

### Drug Development

**Day 1:** NIPER-Hyderabad (09<sup>th</sup> March, 2018)

**Day 2:** NIPER-Hyderabad (10<sup>th</sup> March, 2018)

### Course Content

- Early clinical development
- Clinical trial design
- Dose range finding and pivotal study
- Pivotal clinical study and effectiveness study
- Pharmaceutical development
- Pharmacovigilance
- Regulatory guidance-overview
- Statistical considerations – clinical development
- Data standards and governance – clinical development

## Module 3

### Commercialization and Marketing

**Day 1:** NIPER-Hyderabad (13<sup>th</sup> April, 2018)

**Day 2:** NIPER-Hyderabad (14<sup>th</sup> April, 2018)

### Course Content

- o Pharma Marketing Overview
- o Developing Product Strategy
- o Drug Pricing and market access (incl. Health Economics Outcomes Research)
- o Positioning & Branding