



# Committee Call Notes

## Gallus Advisory Committee

### Conference Call

Thursday, April 9, 2020

2:00 PM Eastern / 11:00 AM Pacific

Conference Line: 712 775-7100

Access Code: 1071934#

### **The following Committee members were in attendance:**

- **Todd Fonseca, Medtronic**
- **Fernando Cruz Guilloty, PhD, Amgen**
- **Scott May, ICPD**
- **Dustielyn Savage, ICPD**
- **Elisabeth Valerio, ICPD**

### **Welcome remarks & introductions: BOLD ITEMS WILL BE COVERED DURING THE CALL.**

For a more in-depth briefing contact Scott May at [smay@icpdprograms.org](mailto:smay@icpdprograms.org) or +1(202)441-7370

Scott May welcomed the committee members to the 2020 Gallus Advisory Committee call. Scott mentioned that the agenda was sent via email. Scott reminded the committee members that they could locate the agenda, past meeting notes and supporting documents for the meeting on the website [www.icpdprograms.org](http://www.icpdprograms.org), select "Committees" from the "Select an ICPD site" drop-down menu at the top right side of the page. Scott then invited everyone on the call to introduce themselves. Scott reviewed the agenda for the meeting.

### **Current Programming**

- Gallus Website - **contact management tool; engaging a writing team; Committee members can receive online tours by contacting Elisabeth Valerio at [evalerio@icpdprograms.org](mailto:evalerio@icpdprograms.org)**

Scott reminded the committee that the Gallus website went live at the first of January. It is now fully functional.

Elisabeth explained that the contact management tool will be a resource that will make the portal more valuable to the users. As a benefit of participating in the program, they will have a virtual contact management tool that allows users to keep track of their contacts in one place. What makes the contact management tool different from using your phone, LinkedIn or outlook is that you can add notes and tag contacts by category. Another advantage of the contact management tool is that the database itself will share contacts amongst other members of the community. For example: If two people share the same contact, if one person updates a phone number or email for that contact, anyone who shares that same contact will receive the updated information. Scott added that what makes the contact management tool a powerful resource is that as a member adds contacts, they will also see who else has the same contact and will create a web of networks. Fernando asked if the members are adding contacts to the database, will the people added be contacted to let them know they were added to the community and will people be notified that they have the same contact. Scott answered that a member will add a contact and it will be private to that person, however if



they are adding someone that is already a contact to someone else they will be notified that other members also have the same contact. ICPD will not use the users' contacts marketing purposes.

Scott mentioned that writers have been engaged to assist in developing some of the leader learning content for the Gallus portal.

- Curriculum Development - plans for data gathering during beta launch period
- Individual membership - **introductory membership scheme**; regular price is \$149/year for individual members, \$19/ for employees of partner organizations

Scott mentioned ICPD is developing an introductory pricing/scheme to help build a mass of members in the community. ICPD will update the committee about during the next call. Strategies being considered include a reduced price for certain amount of time and referral discounts. Scott welcomed any thoughts or ideas on the subject.

Fernando asked for clarification about joining Gallus as an individual member. He wondered if anyone can join or if there is a selection process. Elisabeth answered Fernando by explaining that we are still shaping the memberships for Gallus. The Gallus program is a membership program, so anyone interested can join for the membership price. The only requirements are that they have an interest personally or generally in diversity at the senior leadership level of industry. The process is that a prospective member submits an application and their application goes through an approval process. Another way an individual can join is if they are an employee of a sponsor organization. Employees of sponsors can join for a steeply discounted price of \$19 per year. Fernando recommended ICPD have Gallus members speak at panels at the SMDP training sessions. Scott thanked Fernando for the idea.

### Partner Support

- Membership on Advisory Committee - **send prospect contact to Scott May**  
Any prospective Advisory Committee member names can be sent to Scott May.
- Non-profits and professional societies sponsorship - receive same benefits as companies but at a 50% discount
- Sponsor prospects - **partner page on website; role of committee in identifying Gallus partner prospects**; Sponsors receive discounted price for employees at \$19 per year (versus \$149)

Scott noted the partner page will be up soon on the Gallus website.

- Sponsorship packages - **Gallus sponsorship presentation is available here:**  
<http://icpdprograms.org/assets/media/docs/programs/gallus/2019-Gallus-Overview-Presentation-web.pdf>

### ICPD Update

- **2020 SMDP Biotech is being rescheduled**  
SMDP Biotech is being rescheduled to September 19-23 in Raleigh, North Carolina. The training program will be the same as was planned for San Diego in June. ICPD has done this given the issues with safe travel in June. Raleigh was chosen because BIO will have its BIO Impact event there at that time. BIO Impact has a more targeted content focus than the BIO International Convention, but it contains many of the same elements that are beneficial for the scholars. Fernando agreed that this was a great option.
- 2020 SMDP MedTech will be October 21-25 in Toronto, Canada



## **Other & Action Items**

Scott reminded everyone that the next meeting will be Thursday, May 7, 2020. Please plan on 30-minutes for this call. Visit [www.icpdprograms.org](http://www.icpdprograms.org) for more information about Gallus.

## **Upcoming Calls**

Thursday, May 7, 2020, 2:00 PM Eastern/ 11:00 AM Pacific

Thursday, July 9, 2020, 2:00 PM Eastern/ 11:00 AM Pacific

Thursday, September 10, 2020, 2:00 PM Eastern/ 11:00 AM Pacific

Thursday, November 12, 2020, 2:00 PM Eastern/ 11:00 AM Pacific