

MIDDLE EAST

# MEDICAL TENDER

& BUSINESS TALK

24 & 25 April 2024

Mövenpick Grand Al Bustan - Dubai, UAE

Initiative By  
**PRA**  
CONSULTANCY

Organized By  
**hubplus**  
events

## AGENDA DAY 1 | 24 APRIL 2024

09:30

### OPENING SPEECH AND WELCOME REMARKS



**DR. MONA AL MOUSSLI**  
Co-Founder and Managing Director  
PRA Consultancy



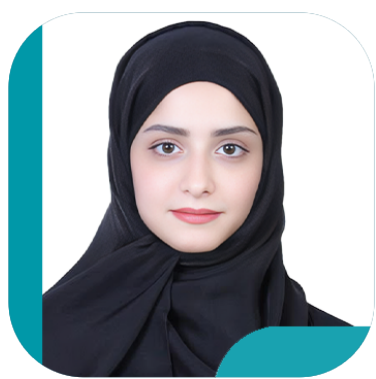
**DR. YASSER HOSNY**  
Senior Manager,  
Market Access  
Julphar

10:00 - 10:30

### SESSION 1 : Exploring the Landscape of Healthcare Tenders in the UAE



**Moderated by:**  
**DR. DANIELLE CHALOUHI**  
Head of Market Access  
and Pricing  
Sanofi



**DR. LATEEFA BAHLOOQ**  
Pharmacist, Purchasing Specialist  
Emirates Health Services (EHS)



**DR. YASSER HOSNY**  
Senior Manager,  
Market Access  
Julphar

10:30 - 12:10

### SESSION 2: Value Assessment in Healthcare Management



**Moderated by:**  
**DR. SUMAYA AL-JANABI**  
Pharmacist and Tender Expert  
in Healthcare Industry



**DR. SARA AL DALLAL**  
President of Emirates Health  
Economics Society



**DR. DANIELLE CHALOUHI**  
Head of Market Access  
and Pricing  
Sanofi



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**MS. MAYA CHEHAYEB**  
Commercial Excellence Lead,  
Middle East & North Africa  
Biologix FZCO

11:40 - 12:10

**COFFEE BREAK**

12:10 - 14:30

**SESSION 3: Tender Strategy**



**Moderated by:**  
**MR. ADITYA BAHL**  
Director (Founder)  
RAS Life Science Solutions



**MR. ANAS DARWISH**  
Tenders and Contracts Supervisor  
Advanced Technology Company,  
Kuwait



**DR. MAZEN GHAZI AL-ZABEN**  
Country Manager, Tenders &  
Market Access  
Hikma Pharmaceuticals



**DR. FIRAS ALSHAWISH**  
MENA Tender Lead  
Dar Al Dawa

13:10 - 14:30

**CONFERENCE PHOTO, LUNCH & NETWORKING**

14:30 - 15:30

**SESSION 4: Procurement Entity Updates - Egypt**



**Moderated by:**  
**MS. SHERYL SIDHARTH DHAS**  
Regional Tender Manager  
Bayer

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**DR. HISHAM STAIT**  
Vice Chairman  
Unified Procurement  
Authority, Egypt



**DR. SOFYAN SALEH OQLAH MIGDADI**  
Head of Pharmaceutical and  
Procurement Department  
King Abdulla University Hospital.  
Jordan

15:30 - 16:15

**SESSION 5:** Workshop :Building Partnerships & Saving Lives:  
The Vital Role of Stakeholders Engagement in  
Pharmaceutical Practice



**Moderated by:**  
**DR. SUMAYA AL-JANABI**  
Pharmacist and Tender Expert  
in Healthcare Industry

15:16

**COFFEE BREAK**

**END OF DAY 1**



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## AGENDA DAY 2 | 25 APRIL 2024

09:30

### WELCOME



**MR. ZAHID NABI**  
Director Competitive Intelligence, Head Oncology &  
Digital Medicine  
RAS Life Science Solutions

10:00 - 11:30

### SESSION 1: Saudi Tendering Prerequisites



**Moderated by:**  
**DR. THAMER ALSUBI**  
Policy and External Affairs Director  
MSD



**DR. FAISAL AL TLASI**  
KSA General Manager  
Axantia



**DR. MOHAMMED A. BARASAIN**  
Scientific Office & Strategic  
Alliance Lead  
The Janssen Pharmaceutical  
Companies of Johnson &  
Johnson



**MR. SATTAM TURKY ALGHODYYR**  
Communication Government  
Affairs Director  
GSK



**MR. ANAS A. ALSUDAYS**  
Market Access &  
Tenders Expert

11:30-12:15

### SESSION 2: Value based Tendering Pricing Practices



**Moderated by:**  
**DR. SUMAYA AL-JANABI**  
Pharmacist and Tender Expert  
in Healthcare Industry



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## A G E N D A DAY 2 | 25 APRIL 2024



**MR. JOHN MIKHAIL**  
Senior Pricing and Tender Lead  
Johnson & Johnson



**DR. SHEREEN ABDALLA**  
Director of Communications  
and Government Affairs  
GSK (Gulf Region)

12:15 - 12:45

### COFFEE AND NETWORKING

12:45-13:15

### SESSION 3: Procurement Entity Updates - Iraq



**Moderated by:**  
**DR. SUMAYA AL-JANABI**  
Pharmacist and Tender Expert  
in Healthcare Industry



**DR. AHMED RAMZI**  
Import Manager for Laboratory  
Equipment Department  
Kimadia

13:15 - 13:45

### SESSION 4: The Future of Pricing in the Middle East



**Moderated by:**  
**DR. LINA M. AL-ADHAM**  
Corporate Regulated Pricing Manager  
Axantia Group



**MR. KAREEM NEGM**  
Regional Pricing Lead  
AstraZeneca



**DR. AHMED M. HUSSEIN BABIKER**  
Head, Registration and Pricing  
Section, Pharmacy and Drug  
Control Department  
Ministry of Public Health, Qatar



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17 & 18 APRIL 2024  
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## AGENDA DAY 2 | 25 APRIL 2024

13:45 - 14:30

**LUNCH**

14:30 - 15:20

**SESSION 5:** : Insurance policy's impact on Tenders and Procurement



**Moderated by:**  
DR. HUSAM MAJALI  
Market Access Lead  
HTA & Insurance Gulf at MSD



DR. ALI QASIM  
Head of Operations  
Inpatient & Quality Assurance  
NAS Neuron Health Services



MS. ESMAT WAEL  
Portfolio Manager GCC  
Julphar

15:20

**Workshop :**Building Partnerships & Saving Lives:  
The Vital Role of Stakeholders Engagement in  
Pharmaceutical Practice



**Moderated by:**  
DR. SUMAYA AL-JANABI  
Pharmacist and Tender Expert  
in Healthcare Industry

**COFFEE AND NETWORKING**