



## Frequently Asked Questions (FAQ) Sheet

Q. How is GCSG different from other clinical supply conferences?

A. GCSG:

- Is a not-for-profit organization (The IRS Letter determining we are a 501(c)(3) is available for your review upon request)
- Is made up of industry volunteers who are driven to provide opportunities to allow members to learn and grow themselves and their networks.
- Gives back to our community and invests in our industry's future by providing scholarships to students interested in becoming clinical supplies professionals.
- Goes out of its way to create a relaxed and fun environment during our conferences, as cognitive research shows people learn faster and retain knowledge longer when they are stress-free.

Q. What are the values of GCSG?

A. GCSG Values are:

- Continuous Learning
- Professionalism
- Ethical Conduct and Transparency
- Integrity and Candor
- Courage and Risk-Taking
- Altruism in Service to Our Profession

Q. What is the relationship between sponsor (Pharma/Biotech/Device) and vendor companies?

A. We espouse collaboration between companies in order to promote great vendor-sponsor partnerships and we treat everyone equally (vendors and sponsors are respected and are expected to be respectful.) In the spirit of collaboration, we strive to keep our committee volunteers equally representative of vendors and sponsors.

Q. What is the return on investment (ROI) for me or my people attending a GCSG conference?

A. Here are a few of the reasons we think GCSG conference attendance benefits you and your team members:

- Our conferences and meetings are formatted as an interactive dialogue, which provides a better opportunity for learning.
- Our workshops and plenary sessions are designed to be high energy and free of any sales pitches or selling.
- Our attendees share issues, challenges and success stories to make the conference experience more valuable and increase the attendee's value to their organization upon returning from the conference.
- Our conferences are balanced between plenary sessions and workshops to provide our attendees smaller forums where they feel comfortable enough to speak freely.
- Our conferences are balanced between newcomers to the industry and veterans with years of experience.
- We provide multiple opportunities, both formal and informal, for attendees to network with their clinical supply colleagues from both sponsor (pharma/biotech/device) and vendor companies, strengthening a network that can be used post-conference to ask questions and gain additional knowledge.
- The level of work, process definition, consistency and execution during our conferences gets better every year.
- We are proud that many newcomers to our industry began their education at one of our conferences, whether it's the US GCSG conference, each year in April, the European GCSG Knowledge Forum, each year in October, or the upcoming AsiaPac conference, which will have its inaugural meeting in 2021.

Q. Why should I make GCSG my one conference of the year?

A. GCSG conferences bring together clinical supply and related professionals for networking and knowledge sharing in ways that no other conference does. We provide multiple opportunities to network every day of the conference and our small-group workshops offer an interactive approach to learning while also providing the opportunity to ask questions directly of your clinical supply colleagues. Attendance at a conference also includes a one-year membership to GCSG, which gives you access to additional benefits via our website.

Q. Where do the registration fees and membership dues go?

A. All revenue generated goes back into supporting the organization. Here is a breakdown of where revenue is used:

- A large portion of the registration fees collected is used to pay expenses incurred in putting on the US Conference and EU Knowledge Forum.
- Some is used to pay the Executive Director (our only paid contractor/member) who plays a key role in keeping the organization moving forward.
- A portion of the membership dues go to paying the subscription fees for getAbstract and Sum Total, and other key benefits of membership.
- A portion of the overall revenue goes to annually updating the website and conference app, to make them as useful and user-friendly as possible.

- Some is used to cover travel and expenses for conference planning meetings, Board and e-team face-to-face meetings.

The GCSG Board believes in Kaizen and as such are constantly trying to improve the organization and the conferences.

Q. Who's involved on the Board, Executive Committees and conference committees and how much time do they spend in their roles supporting GCSG?

A. The Board, Executive and Conference Committees are made up of industry volunteers who are driven to provide opportunities to allow members to learn and grow themselves and their networks. The estimated amount of time required for each role in the organization varies and is captured in GCSG guideline documents that define roles, responsibilities and estimated hourly requirements to get the job done.

Q: How are Board members elected?

A: When there is an opening on the Board due to a resignation or the end of a 5-year term, this opening will be made known to the GCSG membership. Candidates for the Board position must be active members of one of the GCSG committees or execution teams (e-teams). A candidate may self-nominate by submitting notice of their interest in the Board position to the GCSG Executive Director. The Executive Director will manage the election and tabulate the votes. All Board and Executive committee members will be allowed to vote during a Board election.

Q. What is the tenure of a GCSG Board member?

A. Board members are elected to a 5-year term with the opportunity for reelection to another 5-year term. After two terms, a 1-year break is required before any additional terms can be served. The current (as of Sept 2018) sitting Board had their terms baselined when the GCSG By-Laws were updated in 2015; their terms were staggered such that no more than one Board member will roll off in any given year.

Q: How is the Board Chairperson elected?

A: The Board members elect a new Board Chair from within their ranks every three (3) years.

Q. When will the current Board terms come to an end?

A. Board members will be up for reelection at the end of the year as follows: Joe Iacobucci – 2020; Steve Jacobs – 2021; Mike Dallmann – 2022; Eric Deschamps – 2023; Becky Griffiths – 2024. Additionally, Steve's Chairmanship term ends in January 2020.

Q. What is the time commitment of Board Members?

A. Board meetings are held twice/month with each meeting lasting 1 – 1.5 hours. Additionally, the Board holds joint 1-hour meetings with the Executive committees on a monthly basis. The Board holds three weekend face-to-face meetings each year. Each Board member is assigned to at least one functional area team or e-team and is expected to participate in meetings held by those teams on a regular basis. Board members are also expected to deliver on action items assigned during Board or team meetings. The total annual time commitment for a Board member ranges from approximately 120 to 140 hours. With the extra responsibilities of the position, the annual time commitment for the Board Chair ranges from approximately 210 to 230 hours.

Q. What is the tenure of a GCSG Executive Committee Member?

A. The initial tenure for a committee member is 3 years. Once you're on board with the organization and you like what you do and you're accomplishing great things, the organization's intent is to hold onto you for as long as you're willing to stay. We realize that great teams take work, communication, clear objectives, collaboration, great values and a stimulating vision. We also know that changes to the team can impact the level of team performance, so we do all we can to take care of our team members and keep them, providing them with new opportunities when they want, for as long as we can.

Q. What is the ROI for being a committee member or part of a GCSG e-team?

A. Here is how we feel our committee members and e-team members benefit from their participation with GCSG:

- Our committee/team members have a direct impact on the future of clinical supplies as their work creates outcomes that the industry uses to enhance their effectiveness and success.
- Our committee/team members work collaboratively and build their own internal organization network which gives them immediate feedback when they experience challenges, issues or a vacuum of knowledge on a new technology or regulation.
- All of our committee/team members work tirelessly to solve industry challenges by surfacing those challenges at conference planning meetings, where they can be added to the agenda for discussion at an upcoming conference.
- Our committee/team members know they are giving back to the industry in everything they do for GCSG.