



Contracting & Negotiating Clinical Trials
September 24-27, 2006
JW Marriott – San Francisco, CA

**eStudySite's Terry Webb to Speak at
18th International Contracting & Negotiating Clinical Trials Conference**

September 7, 2006: Terence L. Webb, Pharm.D., will speak at the International Contracting & Negotiating Clinical Trials Conference being held in San Francisco September 24-27, 2006. Dr. Webb is scheduled to speak **Tuesday, September 26, 2006 at 1pm.**

Dr. Webb's presentation, ***Profitable Clinical Research for Physician Offices & Clinics***, will focus on business acumen, contracts, marketing, recruitment and other business considerations for clinical research contract professionals.

Participants will hear Dr. Webb share his extensive experience and knowledge about business operations issues including business strategy, marketing, recruitment and standard operating procedures. In addition to addressing staffing and compensation he will conduct an in depth discussion on revenue optimization, cost reduction strategies and the fundamental issues to be aware of before and after starting a study.

Dr. Webb will also focus on the contract process itself, from negotiations, types of costs, pricing strategies, and checklists. He will conclude the presentation with a discussion of cost saving contingencies.

For More Information

If you would like more information about this presentation, or to obtain a copy of the slides in this syllabus, please contact:

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Terence L. Webb

Terence L. Webb, Pharm.D., MBA, is Executive Vice President, Business Development for eStudySite. Dr. Webb has more than 20 years experience in healthcare as Senior Science and Research Liaison, Director of Pharmacy, Manager of Pharmacy, Staff Pharmacist or as Clinical Manager for a number of hospitals. Dr. Webb has also owned and operated several successful businesses. He holds several pharmacology awards and certifications, and held past appointments as Assistant Clinical Professor to Western University, University of Pittsburgh and the University of California, San Francisco. Dr. Webb earned his Pharm.D. at the University of California, San Francisco and MBA from Drexel University.