

The Funding of Academic Dermatology Departments *What Industry Can Bring to the Table*

September 27, 2015

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Galderma: Nestlé Skin Health Operating Company and Brand



Nestlé Skin Health



GALDERMA

Galderma partners with **healthcare professionals** to provide innovative **medical solutions** to people with skin health needs



Definition of Industry

'1:

a : systematic labor especially for some useful purpose or the creation of something of value

b : a department or branch of a craft, art, business, or manufacture; *especially* : one that employs a large personnel and capital especially in manufacturing

c : a distinct group of productive or profit-making enterprises <the banking *industry*>

d : manufacturing activity as a whole <the nation's *industry*>

2: work devoted to the study of a particular subject or author <the Shakespeare *industry*>'

Source: Webster dictionary

Examples of Healthcare Industry

Research-based, non-research based, pharma, therapeutic skin care, medical devices, EBD, generic, cosmetic, service, diagnostic, office and practice supplies, specialty focused or general purpose.



What is the role of Pharma in support of Academic Dermatology?

What Galderma already brings to the Table

- Basic Research
- Clinical Research
- Investigator Initiated Trials at Academic Institutions
- Trials with CROs often end with Academic Institutions
- Royalties to inventors and institutions
- Jobs
- Work with regulators on policy (FDA, CDC, WHO)
- Unrestricted educational grants
- Awards for Research projects

Hundreds of millions of Dollars

What Galderma already brings to the Table – Contd.

- Fund Congresses and Symposia
- Subsidize Registration at Congresses for Residents
- Fund Ad Hoc courses  
- Funding of the Derm Foundation
- Stewardship to the ASA
- Sponsorship of the DEC
- Support of ETAS Derm in Review in the past
- JAAD for Residents in the past
- The AAD fellowship at Sophia-Antipolis for US Residents
- Back ILDS on Grand Challenges Project

But also...

- A source of employment for those that aspire to work with industry
- Tools for your students to treat patients
- Consumables / material to support your educational efforts
- A source of innovative solutions for patients
- A role model
- Entrepreneurship
- People with a purpose
- Centers of convergence of technologies
- Access to our Research Centers
- Industrialization and distribution of your projects
- Excitement
- Adventure
- Leadership



Skin health, all-inclusive inspiration for everything we do

GOOD
SKIN HEALTH

Maintain

Nourish

Enhance

Prevent

Well-being

Genetics

SKIN

Nutrition

Improve

COMPROMISED
SKIN HEALTH

Treat

Environment

Restore

Correct



A Network of Innovation Hubs to Advance Skin Health and Healthy Aging

Innovation hubs around the world that will serve as forum to develop solutions and techniques that will promote a life course of healthy skin through medical investigation, education and application of skin health technologies...



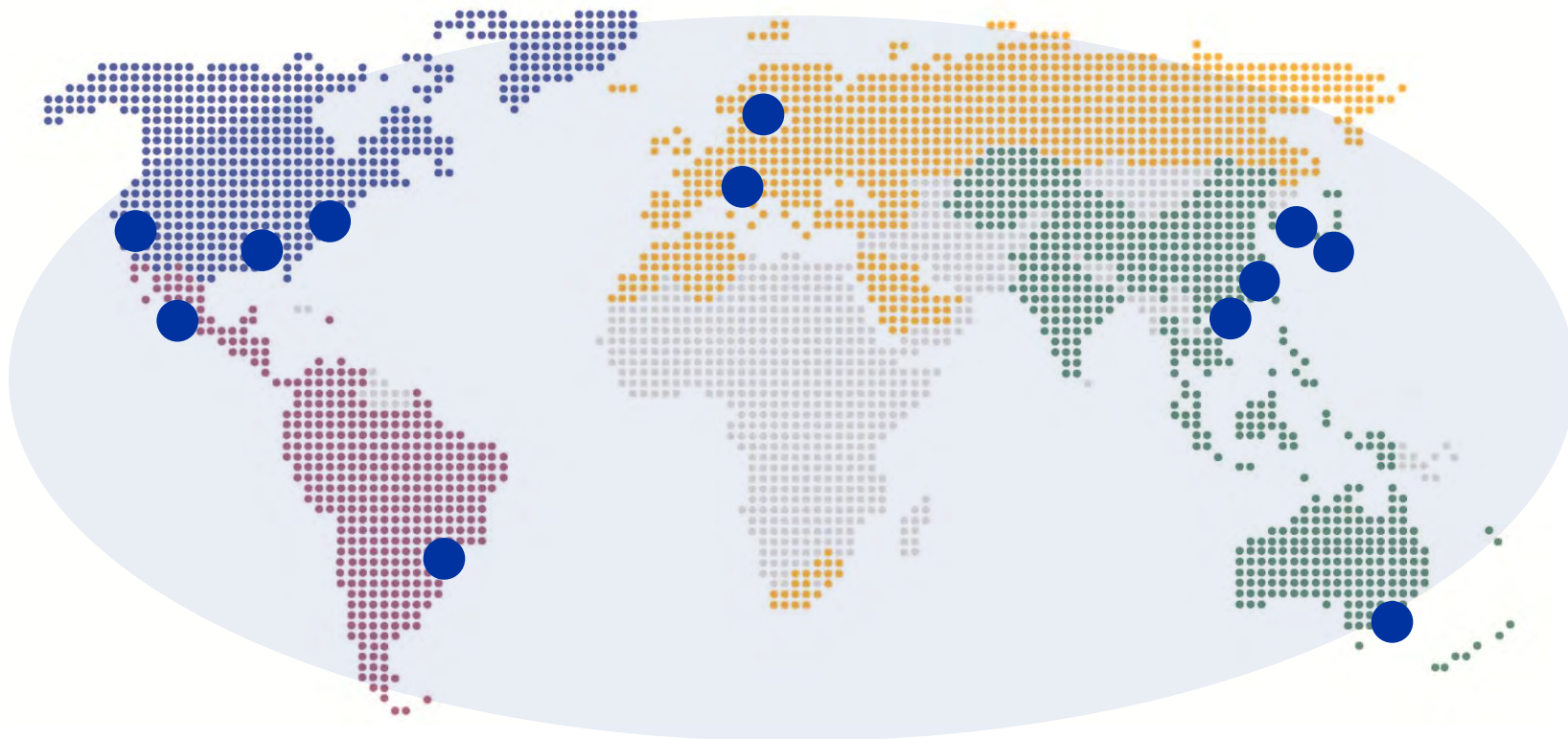
Nestlé Skin Health
Investigation, Education and
Longevity Development Centers





Nestlé Skin Health Investigation, Education and Longevity Development Centers

A Network of Innovation Hubs to Advance Skin Health and Healthy Aging Globally





Nestlé Skin Health
Investigation, Education and
Longevity Development Centers

What is SHIELD?

- **A Science-Based Global Network of Fora for Holistic Life-Long Health Centered on Skin**
 - A Network of Centers** around the World
 - An Innovative Approach** to Exchange Science with HCPs
 - An Unique Way** to New Integrative Approaches to Holistic Care
- **To Promote and Develop Science–Based**
 - Resources for Care Givers
 - Concepts of Longevity focused on Skin
 - Solutions for life-long holistic health, educational concepts & information



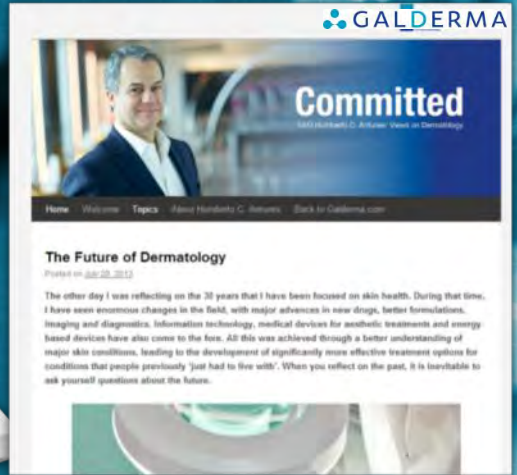
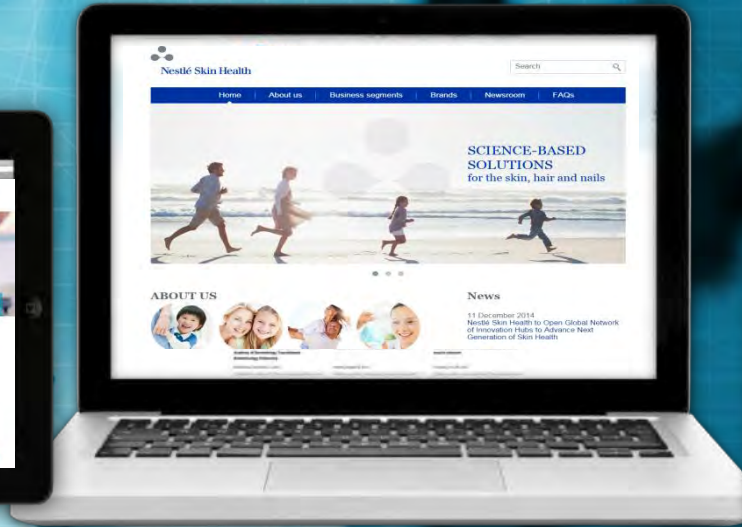


SHIELD Audiences

- Medical Investigators
- Clinical Researchers
- Academic Centers
- Life-Science & Social Scientists Involved in
 - Preserving life-long health
 - Preventing the emergence of Skin Conditions
 - Correcting & Restoring People's Skin Conditions
- Lead Experts Reaching out the Global community of
 - Health Care Providers
 - Care Givers
 - Support Functions
 - Advocacy Groups



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