



ANNE MARIA YLISAARI

Linnakatu 45 C 63, FI-20100 Turku Finland
E-mail: ylisaari@solution4u.com | Tel. +358 45 236 5760

MANAGEMENT EXECUTIVE

Accomplished and dynamic with success and more than twenty (20) years of experience in drug development, outsourcing services and contracting along with clinical study/project management and complex international collaborations. Demonstrated abilities in leading and managing multifunctional, team management and liaising with internal and external customers. Served as senior manager, able to control contracting activities, search suitable partners in co-operation with other in-house teams and supervise performance metrics. A proven achiever with motivational, leadership, strategic, and analytical abilities combined with self-assurance that has consistently produced results meeting or exceeding company goals. Exhibited exceptional communication, analytical, and cross-functional skills.

AREAS OF EXPERTISE

Strategic Planning and Analysis ♦ Clinical Contracts Negotiation ♦ Clinical Development
Quality Assurance and Control ♦ Project Controllershops/Management ♦ Category
Management ♦ Process Improvement ♦ Team Leadership Relationship Building ♦ Multi-Site
Operations ♦ Effective Communication ♦ Multi-Lingual ♦ Leadership in matrix organization
♦ SAP and Ariba ♦ Site agreements

PROFESSIONAL EXPERIENCE

FREE CONSULTANT / Senior Consultant GLG Group and Dialectica Consulting, Turku Finland (home based) | 03/2018 – current

F. HOFFMANN-LA ROCHE LTD, Basel Switzerland | 08/2016 to 3/2018

Business Manager

Main responsibilities:

- Leading all clinical outsourcing / contracting related matters (RFI, RFP, bid evaluation, drafting, negotiating, closing and maintaining the contracts with all clinical vendors, solving problems during the course of the study etc.).
- Responsible for CRO, specialty lab (biomarker, PK, BA analyses), central lab, RWD (NIS studies), data management, biostats (stats and programming, EDA etc.), IxRS, imaging, consultancy, medical writing, licensing, translation, PRO (devices and questionnaires + translations) etc. contracts.
- Measuring savings.
- Developing best practices and process improvements.
- Internal and external stakeholder management.

GERSON LEHRMAN GROUP, Finland (home based) | 2013 to 08/2016

Freelancer Outsourcing/Pharmaceutical Marketing Consultant

- Efficiently outsource related tasks, control all the activities of project/study management, manage contracts (service and hospital contracts) and pharmaceutical R&D/Marketing related work as per request.

Published a cooking book: "Karpin Juhlaruokaa" in 2012:

- Published cooking book on how to organize a party in order not to discriminate guests, who might be on a diet and who might suffer from coeliac disease or have some other food related restrictions.

Other interests: Coordinating/managing immigrants' teaching (Finnish language) in Turku:

- Contribute in the process of organising the material for teaching effectively and deliver leadership services to the volunteer teachers' group.

ORION CORPORATION, Finland | 2009 to 2012

Senior Manager, Global Clinical Alliances & Sourcing

- Member of the R&D level Outsourcing Core team for supervising outsourcing in R&D level, outlining the strategy and streamlining the activities in the R&D and corporation level.
- Brought out coaching programs to train other outsourcing managers and development teams as well as selected appropriate partners with the engagement of other in-house teams.
- Oversaw all the operations of service provider screening and selection process with the study teams, followed by negotiating, closing and managing outsourcing contracts.
- Organised requests of proposals, examined bids and pricing, also negotiated on the pricing and contracts which included change orders in a professional manner.
- Developed rational techniques for performance metrics, coordinating with internal and external customers and collecting information as well as liaised with peers from other Pharma companies.

ORION CORPORATION, Finland | 2005 to 2008

Head of In- and Outsourcing

- Directed outsourcing team in order to establish contracting activities (process owner) effectively.
- Displayed strong potential for managers and development teams for service provider screening and selection process included negotiating, closing and maintaining the outsourcing contracts.
- Supplied necessary support for formulating requests of proposals, analysing the bids and pricing and negotiations on the pricing and contracts included change orders.
- Outsourcing strategy, guidelines and SOPs, mentoring the team members and training the clinical staff members.

ORION CORPORATION, Finland | 2003 to 2005

Specialist, Clinical & CRO Agreements

- Devoted appropriate attention for all site contracts and mainly phase I and II study contracts, consultancy agreements as well as master service agreements.
- Actively performed various tasks which included preparing requests of proposals, receiving and analysing bids and pricing, also discussing on the pricing and contracts such as change orders.
- Oversaw all the aspects of maintaining the contract templates and revising them as

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needed and served as ombudsman to resolve problems by utilised a variety of analytical techniques.

- Controlled all the aspects of evaluation of service providers in a professional manner.

ORION CORPORATION, Finland | 2003 to 2003

Coordinator, Clinical Agreements

- Planned, forecasted and determined course of actions for negotiating the clinical site agreements both for outsourced services and contracting conduct in-house.
- Interconnected with clients for negotiating contract metrics and ensured the timely completion and signed off of agreements without delaying the any study start 1998-2003. Setting up the process.
- CRO agreements (from start to closeout)

ORION CORPORATION, Finland | 1998 to 2003

Senior Clinical Research Associate/Lead Monitor/Clinical Team

- Delegated with clearly defined responsibility for practical conducting and managing of fully outsourced as well as international phase III trials with nearly 1000 patients.
- Monitored protocol writing as per instructions from the team, study material planning, contributed in the CRO contract negotiations and preparation of contracts.
- Maintained and organised training sessions for CRA teams and performed quality control duties.
- Evaluation of service providers (clinical, labs, ECG reading, clinical trial supplies etc.)

CAREER NOTE

ORION CORPORATION, Finland | 1996 to 1998

Sales representative/Product Specialist

ORION CORPORATION, Finland | 1995 to 1996

Clinical Research Associate

TURKU MUNICIPAL MENTAL HOSPITAL, Finland | 1992 to 1995

Art Therapist/Nurse

KUPITTAA HOSPITAL, Turku Finland | 1990 to 1992

Mental Health Nurse

**TURKU UNIVERSITY HOSPITAL AND RAISIO HOSPITAL, Turku and Raisio Finland
| 1989 to 1990**

Nurse/ Mental Health Nurse

EDUCATION, CERTIFICATION, & AFFILIATIONS

Executive Master of Business Administration, Turku School of Economics, Continuous

Art Psychoherapist, Helsinki University, 1993

Mental Health Nurse, Turun Sairaanhoido-oppilaitos, Turku Finland, 1989

Commercial College, Loimaa Finland 1985

MEMBERSHIPS

Cancer Association of Southwestern Finland

Finnish-British Association of Finland

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Pharmaceutical Contract Management Group (PCMG): Member of the Committee since 01/2008 to 01/2013, responsible for publications and training

Member of Industry Advisory Board of European Pharma Contractor (EPC, and European journal)

Member of the Advisory Board of Informa (a conference producer responsible for the biggest annual outsourcing event in Europe: Partnerships in Clinical Trials, PCT) until 2012

Rotary International Turku Finland (1st secretary 2014-2016, now temporarily a remote member)

Member of Orion Pharma's Accelerating Clinical Trials (ACT) project team 2003-2004 (strategy planning team after R&D downsizing)

Member of Orion Pharma Outsourcing Core Team since 03/2009 (a company level steering committee responsible for e.g. outsourcing strategy etc. after the 2nd downsizing of R&D)

Several publications on pharmaceutical outsourcing

Frequent speaker/ chair in international pharmaceutical outsourcing conferences

Volunteer in teaching Finnish to immigrant groups (since 2012), leader of the teachers from 2013 on.