



**COLLABORATION DRIVES  
INNOVATION**

**Pistoia Alliance Annual Report  
July 2022-June 2023**

## Welcome

We are a global, not-for-profit alliance that advocates for greater collaboration in life sciences R&D. Our mission is to lower the barriers to innovation through pre-competitive collaboration.

We bring together stakeholders from industry, academia, and government. Our members work together on projects and in our specialist communities using our proven framework for open innovation to transform R&D and generate better outcomes for all.

## Collaborate. Innovate. Educate.

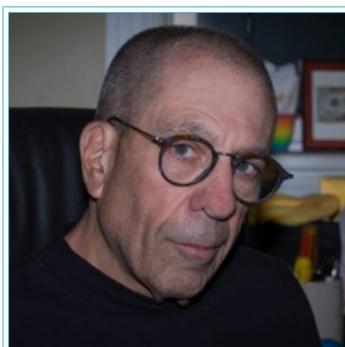
From the beginning, collaboration has been at the front and centre of everything we do. It sparks ideas, drives innovation and results in new breakthroughs in life sciences R&D. Together with our talented global community of thought-leaders, subject matter experts, innovators and rising R&D stars, this year we have:

- Shared best practices and enabled collaborative innovation across 10 Projects and 6 Communities of Interest and Expert Groups.
- Delivered education and networking opportunities to our members across the world through 2 Pistoia Alliance Annual Conferences, 10 Connect Events in Europe, the US and Japan, and 24 Webinars.

## The Executive Team



**Becky Upton, PhD,  
President**



**Errol Sandler, PhD,  
Secretary**



**Steve Hollishead,  
FCA, Treasurer**

## We have demonstrated that together we can ...

### Develop industry standards

Our flagship [IDMP-Ontology](#) project is leading the way in developing a digital, machine-processable standard in support of new regulations

### Address changing regulatory requirements

Together with the FDA we have established an [In Vitro Pharmacology](#) Working Group to improve and accelerate regulatory submissions

### Capitalize on emerging technologies

We have played a vital role in sharing best practices and innovative use cases through our Data Governance, [AI/ML](#) and [Quantum Computing](#) communities

### Accelerate the implementation of FAIR principles

We published a [free guide](#) to help our industry implement the [FAIR principles](#) in clinical data

### Take action on sustainability issues

We are defining a methodology to measure the [carbon footprint of clinical trials](#) with a focus on decentralized trial design

### Drive patient-centric drug development

We are developing best practices to leverage [real-world data from social media](#) to support patient-centric drug development

### Develop champions of inclusion and diversity

Three cohorts have graduated from our cross-industry [Diversity & Inclusion in STEM Leadership](#) Program

### Support new talent and ideas

Our new [Pharma Innovation Council](#) for next-generation leaders addresses industry challenges at a grassroots level, and we continue to welcome new pre-competitive collaboration ideas from across our membership

## Advocacy and Policy

The Pistoia Alliance is a committed advocate for cross-company collaboration in life science R&D. Acknowledging the universal challenges in the field, its projects promote a cross-company collective approach to develop shared best practices and solutions. These projects boost life science R&D efficiency and effectiveness while avoiding the "not invented here" syndrome.

The Pistoia Alliance is a strong advocate of the digitalisation of life science R&D and supports its members with their adoption of tools including artificial intelligence, machine learning, large language models and cloud computing and disciplines such as data science.

## Our Membership

We have more than 200 member companies from across the R&D life sciences value chain, including 17 of the largest pharma by R&D expenditure, technology and service providers, publishers, academic institutions, research and patient groups.

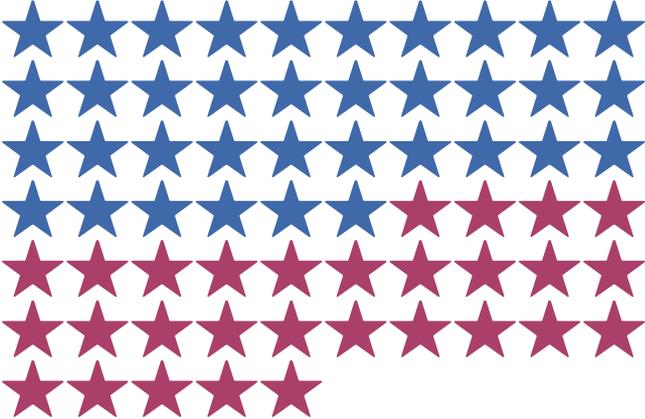


# Pistoia Alliance **Educating and Innovating** at scale

**6**   
**EXPERT COMMUNITIES**

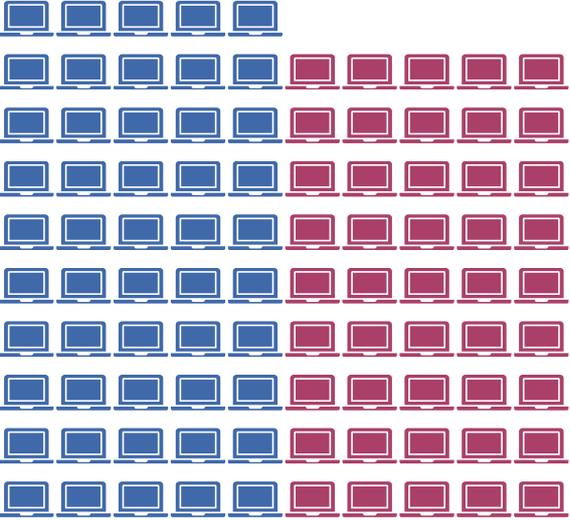
**2**   
**GLOBAL CONFERENCES**

**10**  
**PROJECTS**  


**656**  
**PROJECT PARTICIPANTS**  


**10** MEMBER  
**CONNECT MEETINGS**  


**950K**  
**WEBSITE IMPRESSIONS**



**24**  
**EDUCATIONAL WEBINARS**



## Financial Performance

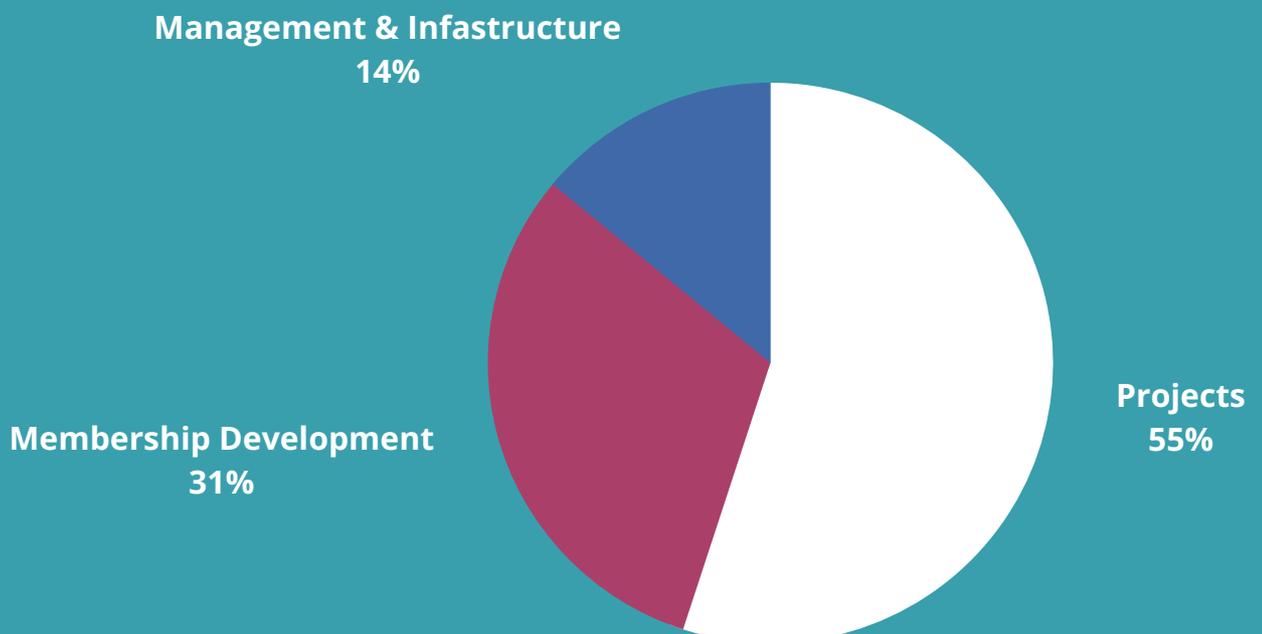
In the FY22/23 the cost of running Pistoia Alliance and its programmes was £3.62m. This was split as 55% associated with developing project ideas, validating project ideas and running the projects. 31% of the cost was associated to membership support and marketing and the remaining 14% were general management and infrastructure costs.

In the fiscal year ending June 30, 2023, the Alliance experienced significant financial growth and changes:

1. **\*\*Net Asset Growth\*\***: Net assets increased by approximately \$700k during this period. Net assets without restriction grew by over \$300k due to increased membership dues and cost control. Net assets with restrictions at June 30, 2023, were \$400k higher than the previous year, mainly due to phase 2 of the IDMP Ontology project.

2. **\*\*Total Assets\*\***: Total assets at June 30, 2023, increased by approximately \$900k compared to the same date in the previous year. This increase was entirely attributed to improved cash balances, which were up by \$953k. This improvement resulted from better management of working capital and trading activities throughout the year.

3. **\*\*Membership Dues\*\***: Membership dues recognized during the year ended June 30, 2023, amounted to \$2,121k, an increase from \$1,871k in the prior year. This increase was partially due to raised membership dues introduced in December 2022.



## Future Plans and Goals

We are at an exciting inflection point in our industry. The possibilities of generative AI are becoming realities and at the same time companies are focusing on environmental, social and governance challenges (ESG). These factors are driving an even greater sense of urgency to ensure data is FAIR, to make greater use of real-world data, to drive environmental sustainability in R&D, and to understand and address the ethical and regulatory issues these opportunities present. By identifying and addressing pre-competitive opportunities related to these areas we can deliver better outcomes for patients, companies, society and the environment, now and in the future.

With approval from our Board of Directors we are structuring the portfolio of projects and communities around four strategic priorities, ensuring that the Pistoia Alliance delivers value to members with impactful solutions that address the biggest R&D challenges that lie ahead.

### The Four Strategic Priorities are:

Deliver Data-Driven Value at Scale

Sustainability-Driven R&D

Accelerate Use of Real-World Data and Evidence

Harnessing AI to Expedite R&D



**Hall Gregg,**  
Chief Portfolio Officer

# Our People - Board of Directors

- Chris Waller, Chairman of Pistoia Alliance, Vice President and Chief Scientist, EPAM Systems
- Lars Greiffenberg, Senior Director, Information Research, Abbvie
- Kailash Swarna, Managing Director, Life Sciences, Accenture
- Zena Sfeir, Vice President Marketing, Aitia
- Sheila Elz, Master Data Manager, Bayer
- Susan Roberts, Scientific Advisor, Benchling
- Julie Frearson, SVP and Chief Scientific Officer, Charles River Labs
- Richard Jones, CEO, ChemAxon
- Jane Lomax, Head of Ontologies, Elsevier
- Julie Huxley-Jones, VP Scientific Digital & Technology, GSK
- Anthony Rowe, Head of Technology, Global Scientific IT, Janssen/J&J
- Ralph Haffner, Head of Information Products & Data Sciences, Novartis
- Sergio Rotstein, Vice President, R&D Solutions, Pfizer
- Martin Erkens, Head Pharma Research and Early Development Informatics, Roche
- Mike Tarselli, Chief Scientific Officer and Knowledge Officer, TetraScience

# Our People - Consultants

- Anca Ciobanu
- Grant Dench
- Thierry Escudier
- Cristina Fasca
- Hall Gregg PhD
- Vladamir Macarov PhD
- Catherine Maskell
- Dalila Nafi
- Giovanni Nasato PhD
- Veronique Francois-Newton PhD
- Birthe Nielsen PhD
- Gerhard Noelken MD
- David Prior
- Tanya Randall
- Marc Rubenfield
- Shaun Tamblin
- Zahid Tharia
- Melih Tuzunoglu
- Daniel Webster
- Gabrielle Whittick
- Miffy Wilson
- John Wise

## Acknowledgements

We would like to thank our Members, Board of Directors, Project Champions, Pistoia Alliance Alumni, and Consultants past and present, for their commitment in delivering the Pistoia Alliance mission.



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