



American Society for Quality ([www.asq.org](http://www.asq.org)) – Washington D.C. and Maryland Metro, Section 509 ([www.asq509.org](http://www.asq509.org))

Biomed/Biotech Special Interest Group (SIG) Meeting

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## **“M&A in the LS Tools and Rx Space - synergies, Pitfalls, and Learning”**

To be presented by

**Chandra Krishnan, PhD, MBA**

**Merger and Acquisition Expert**

**([mosurkrishnan@yahoo.com](mailto:mosurkrishnan@yahoo.com))**

**Thursday, October 25, 2012**

6:00 – 6:20 PM – Networking; Pizza/drink

6:20 – 8:30 PM – Program (intermission at 7:40 pm)

8:30 – 8:45 PM – Door-prizes drawing; Networking

Online Registration site: <http://www.asq509.org/ht/d/DoSurvey/i/35817>

**Open to Public –**

**\$5: non-ASQ members to cover pizza/drink cost;**

**Free: ASQ Members, veterans, senior citizens, students, interns, residents, postdocs, FDA Commissioner’s Fellows, and current job-seekers**

**Location: Kelly’s Deli Conference Center, 7519 Standish Place, Rockville, MD 20855**

**Registration Deadline:** Please register by **Thursday noon, October 25, 2012.**

**Question:** Please contact Dr. C.J. George Chang, Chair of Biomed/Biotech SIG, ASQ509; [gchang2008@yahoo.com](mailto:gchang2008@yahoo.com) or 240-793-8425 (cell).

**Driving directions:** **By Car:** From I-270 (N or S bound): Take Exit 9A and exit from the FIRST right exit; turn left (east) onto Shady Grove Dr.; turn right (south) onto Rockville Pike (**Route 355**); turn left (east) onto East Gude Dr.; turn left (north) immediately onto Crabb’s Branch Dr.; turn left (west) immediately onto Standish Place. The first building on your right side is 7519 Standish Place; open parking). **The venue is on the first floor with its entrance opposite to the left side of building main entrance.** **By Metro train:** Off from Red Line **Shady Grove Station**, and take RideOn **Route 59 TOWARD ROCKVILLE** and get off from “**Calhoun Place**” stop. Standish Place is next to the Bus stop. Our venue is within 2 min of walking distance from the stop.

## Summary:

With an ever shrinking budget and ever reduced resources, corporations nowadays have strategies (or contingencies) to acquire externally intellectual property, operational concepts, product lines, portfolios, and workforce, or have a choice (or have no other choices but) to merge with other organizations. The following topics will be cover in this 90-min, interactive session to introduce the concepts, drivers, process, arts, successful cases, and challenges of merger and acquisition (M&A):

1. Today's market and drivers - pharmaceutical and device industries;
2. Key recent deals;
3. Process and pitfalls of M&A;
4. New drivers – biomarkers and personalized medicine/healthcare.

## Presenter's Bio: Chandra Krishnan, PhD, MBA

Dr. Krishnan is a local expert in merger and acquisition (M&A) and a resident of North Potomac, MD. Previously, Chandra was **QIAGEN's Vice President and Global Head** of Corporate Strategy and Development for ***Life Sciences and Molecular Diagnostics***, and his responsibilities included portfolio management, strategic market management and planning.

Krishnan has worked in the life sciences, diagnostics, and pharmaceuticals arena for over 15 years; and has held positions in R&D, Finance, Business Development, Sales, and Marketing. Prior to joining QIAGEN in 2006, Krishnan had worked for **Abbott** Pharmaceuticals and Diagnostics divisions. He received his PhD in Biochemistry and Molecular Biology and his MBA from Washington University, St. Louis.