

# **Contemporary Trends in Fair Market Value**

**Pharmaceutical and Medical Device  
Ethics and Compliance Congress**

October 25<sup>th</sup>, 2023



# Disclaimer

The viewpoints we express here are our own and do not represent the official views of our organizations.

This is not intended as legal advice.

# Panelists



**Kimberly Kwak**

*Director, Corporate Compliance*

Medline Industries



**Abe Kassis, MBA, PhD**

*Senior Director, Global Head of Compliance  
and Legal Operations*

Bausch + Lomb



**Gus Papandrikos, MBA**

*Executive Director, Internal Audit &  
Monitoring Risk Detection*

Daiichi Sankyo, Inc.



**Eric Bolesh**

*Chief Operating Officer*

Cutting Edge Information

# FMV Panel Topics

- Planning and Executing Rate Deployments
- Managing Rate Refreshes Around the Globe
- Prepping the Business for Change
- Handling Affiliate Challenges
- Engaging Influencers
- Managing Exceptions

# FMV Discussion Takeaways

- Plan for change management headaches
- Preview impact of rate refreshes and transitions from legacy rates
- Work with stakeholders to set rates and adjust SOPs
- Manage market-level challenges with case-by-case sensitivity
- Adjust for inflation and currency issues
- Build a remuneration framework for social media influencers
- Maintain a robust exceptions process
- Build out tiering approaches for different expert types

# Thank You!



**Kimberly Kwak**

*Director, Corporate Compliance*

Medline Industries



**Abe Kassis, MBA, PhD**

*Senior Director, Global Head of Compliance  
and Legal Operations*

Bausch + Lomb



**Gus Papandrikos, MBA**

*Executive Director, Internal Audit &  
Monitoring Risk Detection*

Daiichi Sankyo, Inc.



**Eric Bolesh**

*Chief Operating Officer*

Cutting Edge Information