

**Janice Haigh**, Practice Leader, Market Access, **Quintiles**

Joined Quintiles Consulting in January 2012 as Practice Leader for Market Access in Europe

From 2006 to December 2011, Senior Director Pricing and Market Access for Astellas Pharma Europe

- Responsible for development and implementation of pricing and market access strategy for new and in-market products, working closely with brand teams and affiliates
- Responsible for all price management, analysing effect of price changes on other markets
- Designed, implemented and managed Astellas's supply chain integrity program which ensured the matching of supply and demand of products in Europe

Before joining Astellas in 2006, Janice worked in consultancy for 20 years, including almost 10 years at IMS Health/Cambridge Pharma Consultancy

Responsible for leading projects involving pricing, parallel trade, health economics and health policy. Clients included European and global pharmaceutical companies but also trade associations and government bodies such as the European Commission.