Conflict of Interest

• Employed by Varian Medical Systems
Why?

- Lack of MDs in Biotech and Health Informatics
- Solve clinical needs at scale
- The practice of medicine is changing (EHR’s)
- Not getting into residency of choice
- Location
- Flexibility
- Compensation?
Options?

- Medical Writer
- Medical Director (Pharma, Med Tech,)
- Hospital Exec
- Physician Entrepreneur
- Finance/Venture

Wealth is not about having a lot of money; it's about having a lot of options.

— Chris Rock —
The Platform To Source Advanced Biomedical Talent

- Self-selected members all with advanced biomedical degrees and pursuing industry careers
- 50% MDs, 35% PhDs, 10% MBAs, 35% dual degree, 40%>10 years post degree experience

- Job Postings emailed directly to ~75% of members → rapid results and access to passive candidates
- Job Postings are also active on the DOC Jobs site for 90 days for additional reach
- Unconditional Satisfaction Guarantee – if you are unsatisfied for any reason we will refund the fee
# Medical Affairs

**Provide clinical and scientific insight**

<table>
<thead>
<tr>
<th>Regulatory</th>
<th>Research and Education</th>
<th>Product Development</th>
<th>Cross-Functional Support</th>
</tr>
</thead>
<tbody>
<tr>
<td>Health hazard</td>
<td>Outcomes, registry</td>
<td>ARIA™/Eclipse™</td>
<td>Product labeling</td>
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<tr>
<td>Compliance</td>
<td>Scientific communications</td>
<td>Linac</td>
<td>Post-market studies</td>
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<tr>
<td>Procedures, policies</td>
<td>Speakers bureau</td>
<td>Simulation</td>
<td>Promotional materials</td>
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<tr>
<td>Quality control/recalls</td>
<td>Thought leader collaboration</td>
<td>Radiosurgery</td>
<td>International programs</td>
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<td>Government relations</td>
<td>Clinical trials</td>
<td>Informatics, cloud-based software</td>
<td>Scientific and medical guidance</td>
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<td>Organization structure</td>
<td>Symposums</td>
<td>Protons</td>
<td>Mergers and acquisitions</td>
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<td>Validation</td>
<td>Clinical education initiatives</td>
<td>Translational Research</td>
<td>Business development/strategy</td>
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<td>Educational grants</td>
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<td>Global support</td>
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</tbody>
</table>
Ultra high dose rates

Flash Range
40 Gy/sec – 120 Gy/sec

720,000 cGy

Varian Flash
Per min
10,000 cGy
2,400 cGy
400 cGy

ProBeam

TrueBeam

Clinac
Dose escalation in cats with SCC of nasal planum

<table>
<thead>
<tr>
<th>Cat n°</th>
<th>Dose (Gy)</th>
<th>Response at 3 months</th>
<th>Response at 6 months</th>
<th>Response at 16 months</th>
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<tbody>
<tr>
<td>1</td>
<td>25</td>
<td>CR</td>
<td>CR</td>
<td>CR</td>
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<td>2</td>
<td>27</td>
<td>CR</td>
<td>CR</td>
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<tr>
<td>3</td>
<td>28</td>
<td>CR</td>
<td>Clinical recurrence</td>
<td>dead</td>
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<tr>
<td>4</td>
<td>31</td>
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<td>CR</td>
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<td>5</td>
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<tr>
<td>6</td>
<td>41</td>
<td>CR</td>
<td>CR</td>
<td>CR</td>
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</table>
Translational Science Group at Varian

COLLABORATORS

Maryland
Proton Treatment Center

Cincinnati
Proton Therapy Center
'This is no ordinary place,' begins Andy Mele, the Environmental Director of Hudson River Sloop Clearwater, a widely-respected 30-year old education and advocacy group formed by folksinger Pete Seeger. The Hudson River PCB Story: a Toxic Heritage opens with the gentle rocking of the sloop Clearwater and children playing in lapping waves on the shore.
Trying not to be these guys!
Thank You