

varian

Alternative Careers in Radiation Oncology

Deepak Khuntia, MD
SVP & Chief Medical Officer

September 14, 2019

ARRO Annual Seminar

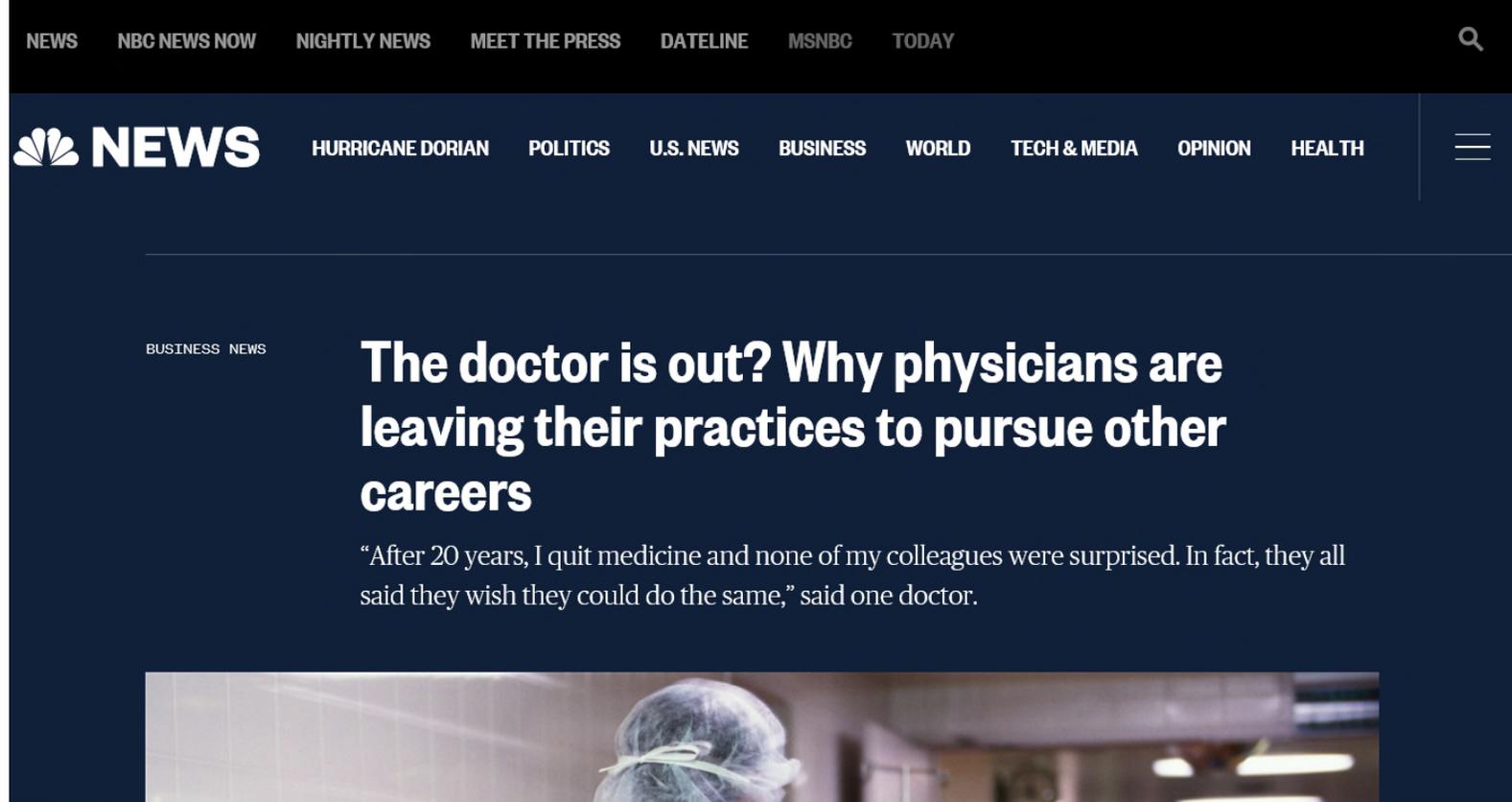


Conflict of Interest

- Employed by Varian Medical Systems

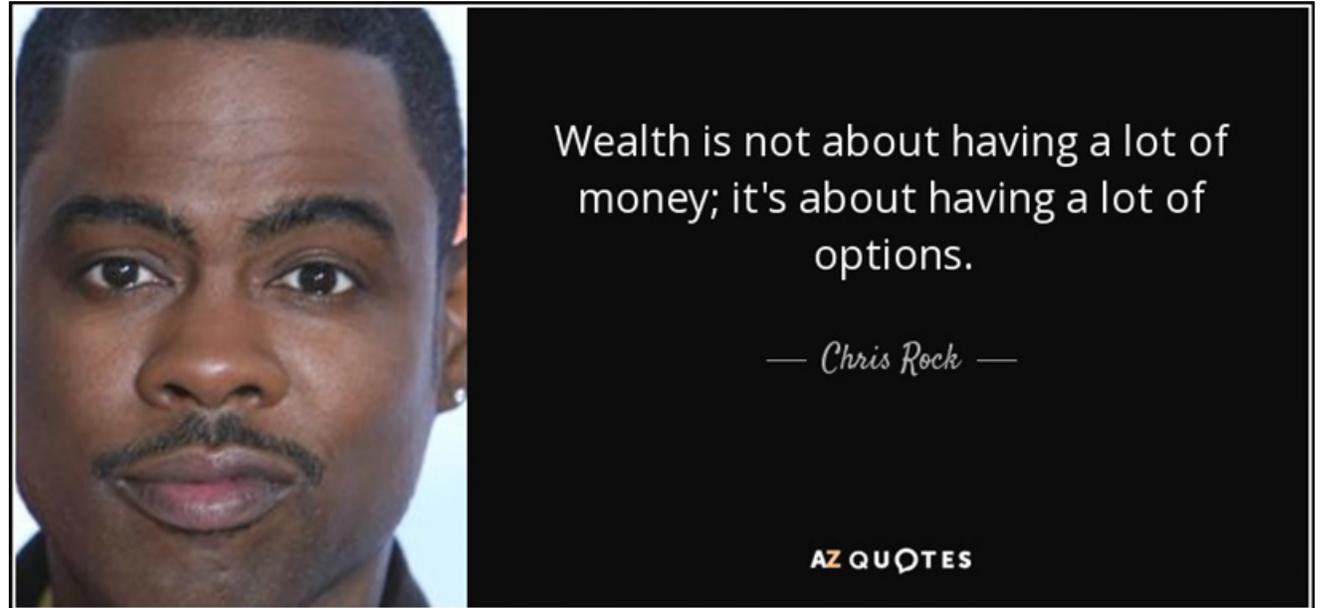
Why?

- **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**







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

Regulatory

- Health hazard
- Compliance
- Procedures, policies
- Quality control/recalls
- Government relations
- Organization structure
- Validation

Research and Education

- Outcomes, registry
- Scientific communications
- Speakers bureau
- Thought leader collaboration
- Clinical trials
- Symposiums
- Clinical education initiatives
- Clinical research grants
- Educational grants

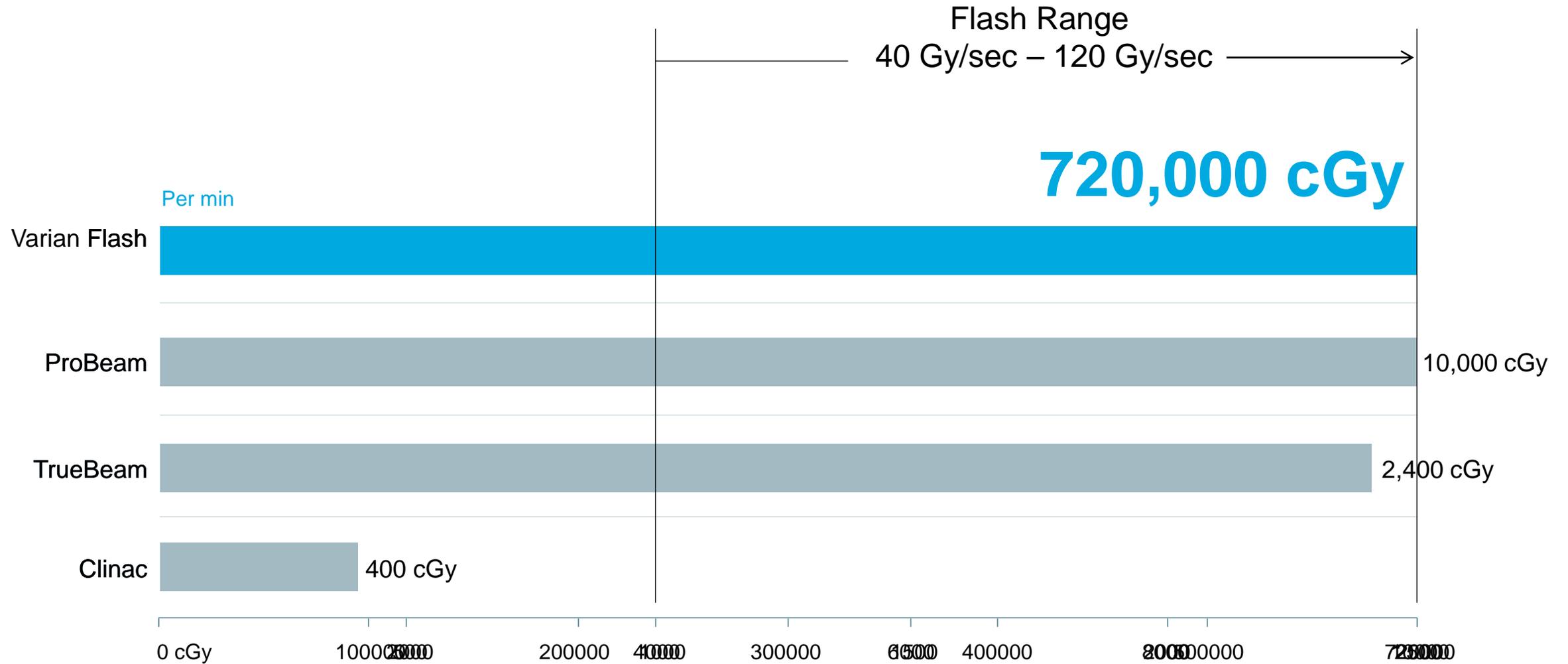
Product Development

- ARIA™/Eclipse™
- Linac
- Simulation
- Radiosurgery
- Informatics, cloud-based software
- Protons
- Translational Research

Cross-Functional Support

- Product labeling
- Post-market studies
- Promotional materials
- International programs
- Scientific and medical guidance
- Mergers and acquisitions
- Business development/strategy
- Global support

Ultra high dose rates



Dose escalation in cats with SCC of nasal planum

Cat n°	Dose (Gy)	Response at 3 months	Response at 6 months	Response at 16 months
1	25	CR	CR	CR
2	27	CR	CR	CR
3	28	CR	Clinical recurrence Euthanasia at 8 mo	dead
4	31	CR	CR	CR
5	34	CR	CR	CR
6	41	CR	CR	CR



Before RT



14 months post-FLASH

Translational Science Group at Varian

COLLABORATORS

Maryland

Proton Treatment Center

Cincinnati

Proton Therapy Center



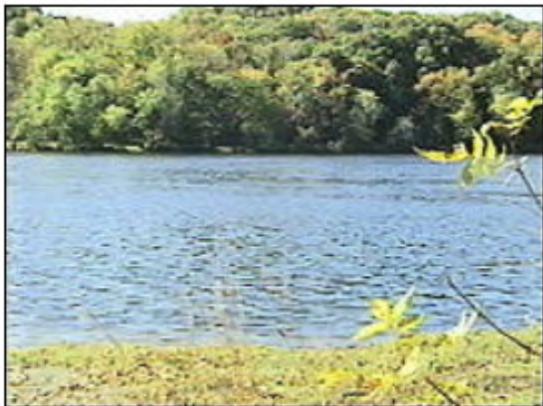


A Toxic Heritage

The Hudson River PCB Story



**Winner of a Bronze Medal
1998 Worldfest-Houston International Film Festival**



'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. Soon, however, that pleasant imagery is shattered by eerie scenes of









Trying not to be these guys!

DARK SIDE



Dee Khuntia
Deepak.Khuntia@varian.com
650-518-9434

(Thank You)