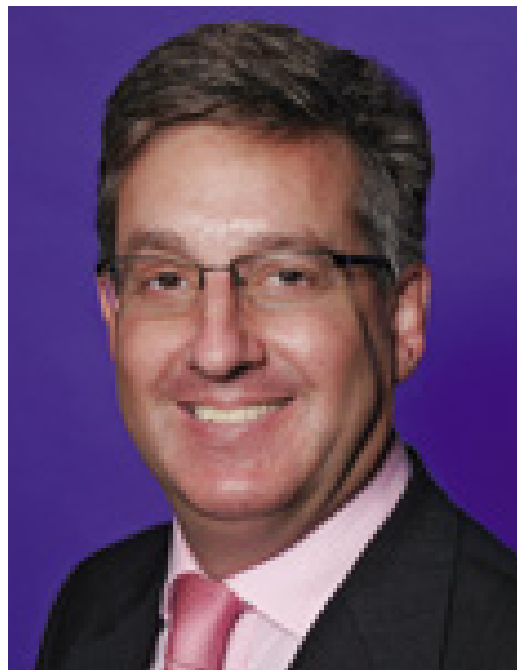


Peter Lassoff, Pharm.D.
Vice President, Europe
PAREXEL Consulting
The Quays, 101-105 Oxford Road
Uxbridge, Middlesex
UB8 1LZ, United Kingdom
Tel: +44 1895 614427
Fax: +44 1895 614375
Mobile: +44 7740 899 222
Peter.Lassoff@PAREXEL.com
www.PAREXELConsulting.com



In his own words... *Peter Lassoff, PAREXEL Consulting*

As Vice President of PAREXEL Consulting in Europe, I am responsible for the management of PAREXEL's consulting staff operating throughout Europe. Prior to my current role, I was Senior Director, PAREXEL Consulting, and ran the UK office. Before that, I served as Director and as Senior Regulatory Consultant, Worldwide Regulatory Affairs. I have been with PAREXEL since November 1998. With more than 22 years' experience in regulatory affairs, I have worked for leading bio/pharmaceutical and healthcare companies including Bristol-Myers Squibb (BMS), ConvaTec and Steifel in various leadership roles. I hold a Doctor of Pharmacy degree from the University of Southern California, Los Angeles. I have experience in the development and worldwide registration of dermatological products, borderline products, medical devices, cosmetics and cosmeceuticals, nutritional supplements and other regulated healthcare products, with a focus on early registration and quickest route to market. I also have experience in the evaluation of technologies or companies for acquisition with respect to cost of bringing products to market, likelihood of registration, and costs involved with updating or optimising dossiers for worldwide registration.

My professional affiliations include: TOPRA, Regulatory Affairs Professional Society (RAPS), the Drug Information Association (DIA), and the Society of Cosmetic Chemists. I am a Registered Pharmacist in the US.

Having completed my studies, I moved to the UK in 1986 and worked as a pharmacist in Central Middlesex Hospital in London. It was grim to say the least, and about 20 to 25 years behind the practice of hospital pharmacy in California, which at that time had a mature clinical pharmacy ethos. I then joined Bristol Myers Pharmaceuticals in Ickenham, in a very large Jacobean country house with grounds, balconies and a Grand Hall where I was located. I joined in Medical Information, as this was the closest to my training. I soon discovered that Med Info was quite low on the totem pole and decided to change. I thought about going into clinical research but at that time (and probably now as well) those who were not physicians quickly hit a glass ceiling. I investigated regulatory affairs, where I discovered that there was no ceiling and that the profession was becoming more important to corporations, as long as it was directly aligned to the business goals of the company and not some sort of back-room scientific service.

Observations and tips for people starting out in the profession

These are mainly covered in my article, [Hub of the Wheel](#). Basically, align yourself to the BUSINESS and do not forget the end goal. Yes, you need to learn all the basics but if you cannot apply them to furthering business goals then you will remain peripheral to the company and become a commodity which can easily be outsourced. You need to be thinking creatively, how to minimise time to market, how to get a better label, etc.