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Spencer Fane Duo to Present at Pharmaceutical Industry Market Access Conference

December 9, 2025
W Philadelphia | 1439 Chestnut St, Philadelphia, PA 19102

Spencer Fane attorneys Brian Malkin and Beth Siemer will speak at Trade & Channel Strategies 2025. Hosted by Informa Connect, this December 9-11 conference will gather industry professionals in Philadelphia, Pennsylvania, for educational and networking opportunities centered on innovative updates, actionable benchmarks, and strategies for the pharmacy and distribution markets.

The team will lead the December 9 session, Decoding Policy and Legal Watchouts for Impacts on Markets. Brian and Beth will demystify complex state legislation like AR HB 1531, explain what seemingly complex regulations actually mean for businesses and how to navigate transparency requirements at the state level, and analyze how multiple regulatory shifts – such as executive actions reshaping trade relationships – create cumulative market disruption beyond individual policy impacts. The presentation will also address post-market study requirements, FDA compounding regulations, and IP/patent/data considerations for companies looking to unlock and redeploy at scale.

At the firm, Brian – a recent addition to Spencer Fane – streamlines processes for clients navigating the complex intersection of patent law and food and drug law, leveraging unique public- and private-sector experience, in-depth creative and strategic analysis, and advanced negotiation tactics to meet and exceed stakeholder expectations. Beth leverages a unique combination of in-house and private practice experience to advise individuals and organizations navigating complex state and federal laws that govern transactions, compliance, and

reimbursement in the health care space.

View the full Trade & Channel Strategies agenda here.