

Fellowship in Industry Program | 2021





Welcome Message from the Associate Dean of Professional Programs

Dear Prospective Fellow,

We are so pleased that you are considering the University of the Pacific's Fellowship in Industry Program (FIP) in partnership with Flow Therapy. The goal of this program is to increase industry fellowship opportunities offered through partnerships between biopharmaceutical organizations and universities on the West Coast.

At University of the Pacific, the first charter university in California, we value individualized training and focus on leadership development, which are exemplified by our partnership with Flow Therapy. For more than 60 years, the Thomas J. Long School of Pharmacy has been training health care professionals who are problem-solvers, innovators and leaders. Our faculty dives deeper, using research to challenge the status quo of health care and education.

As an FIP fellow, you will be fully immersed in the medical affairs and marketing/MSL position to support the business needs of Flow Therapy while developing your personal experience and portfolio in the industry. In addition, you will have opportunities to work alongside the faculty and preceptors at the University and Travis Air Force Base. This partnership is particularly unique as you will collaborate with some of the best KOLs in the external counterpulsation or cardiology arena.

I highly encourage you to contact our FIP Director, Dr. Sachin Shah, and the exceptional team of mentors so you can appreciate how deeply committed we are to your future success.

Best Regards,



Allen Shek, PharmD

Professor of Pharmacy Practice
Associate Dean of Professional Programs
University of the Pacific

About University of the Pacific

University of the Pacific is a nationally ranked university with a long tradition of dedicated teaching, small class sizes, practical experience and vibrant residential life. The breathtaking main campus in Stockton, California is home to eight schools and colleges, with more than 80 majors and programs of study. The Thomas J. Long School of Pharmacy opened in 1955 and has a long-standing record for producing high-quality pharmacists with the option for dual degree programs (PharmD/PhD or PharmD/MS) and post-doctoral academic fellowships. Over the last eight years, average annual faculty research grants in the School totaled more than one million dollars with extensive participation in NIH and NSF grants and more than 95 percent of faculty publishing. The School touts a unique decentralized Advanced Pharmacy Practice Experience (APPE) model with seventeen regions having faculty members bolstering teaching, scholarship and service.

Learn more at pharmacy.pacific.edu

Fellowship in Industry Program

University of the Pacific's Fellowship in Industry Program (FIP) was founded in 2017 with the goal of providing exceptional biopharmaceutical industry training for PharmD graduates. We strive to deepen domain specific technical skills while sharpening soft skills for all fellows. The fellows will spend 90 percent of their time with Flow Therapy (various locations). The balance of time will be spent on professional development activities with the University.

University of the Pacific's FIP is unique for several reasons. The program:

1. Integrates pharmaceutical industry training with a blend of academia or hospital practice experiences.
2. Enhances research capabilities via engagement in the Innovative Clinical and Outcomes Research (iCOR) program.



Sachin A. Shah, PharmD, FACC, FAHA

Professor of Pharmacy Practice
Regional Coordinator – Travis AFB
Director, Fellowship in Industry Program



Jeremy Lim, PharmD

Senior Clinical Scientist
Genentech Research and Early Development
Associate Director, Fellowship in Industry Program





About Flow Therapy

Flow Therapy began as a response to a personal need of the company's founder, Michael Gratch. In 2002, Michael's grandfather underwent his second bypass procedure, which would later fail. Symptoms persisted in the form of shortness of breath, limiting daily activity. With few invasive options available, Michael began to research and seek out other potential treatment possibilities. This investigation led to discussions on the east coast with highly regarded cardiovascular specialists. Through these discussions, Michael happened upon Enhanced External Counterpulsation (EECP®). Despite the fact that EECP® was utilized at many of the leading academic institutions, along with several hundred hospitals, availability and general knowledge of the treatment was limited. After visiting the Mayo Clinic and other northeast providers of EECP®, it became clear that patients derived significant clinical benefit from the program. This was further supported by a depth of clinical studies and publications. The issue with treatment was that the environment and manner in which it was delivered was far from ideal.

Michael envisioned a different model and was committed to redefining the delivery system and thus the experience. This began with a simple question. "How could delivery of EECP® be optimized if it were the sole focus of an organization?" Every component of the process, treatment rooms, referral patterns, and scale, were reimaged. Flow Therapy would complement the cardiology community and be an additional tool in their treatment armamentarium. With the vision set, Flow Therapy like so many successful start-ups, began in a humble fashion within an 11'x13' room, with one treatment unit and three patients - one of whom was Michael's grandfather, Irvin. Today, through tremendous dedication to this vision, Flow Therapy has extended its platform to impact the cardiovascular communities in six metropolitan areas - serving more than 20,000 patients and 800 cardiologists. As the nation's largest provider of EECP® treatment, delivering more than 25,000 patient treatments annually, Flow Therapy has earned the trust of the cardiology communities it serves and has built a reputation for being a dynamic and effective chronic disease management partner. We are humbled by this responsibility and remain keenly focused on our sole purpose - to positively affect each life we touch, every day.

Core Values

- Create Extraordinary Through Service
- Feel Passion
- Be Present
- The Learner Mindset
- Inject Your Personality
- Drive Change at Every Level
- Embrace Sustainability

Locations

- Austin, TX
- Charlotte, NC
- Plano, TX
- Fort Worth, TX
- Phoenix, AZ
- San Antonio, TX

Flow Therapy | Marketing/Medical Science Liaison Fellowship

This one-year Marketing/MSL fellowship at Flow Therapy offers a unique opportunity to pair one's PharmD training, and clinical cardiology interest with hands-on commercial experience in the cardiovascular therapy and medical device industries. The fellow will work in the Fort Worth, TX region and provide medical communication to existing and potential medical providers/KOLs that refer patients to Flow Therapy's External Counterpulsation (ECP) program. The fellow will interact with other personnel from Sales, Medical Affairs and other senior executives to bolster the company's vision and mission.

Specific responsibilities will include:

- Leverage clinical insights to engage physicians and facilitate the transition of appropriate patients to Flow Therapy.
- Monitor marketing and clinical outcomes from Fort Worth, TX to modify marketing activities.
- Provide presentations and relevant education to healthcare practitioners.
- Identify and engage KOLs in education or research endeavors.
- Provide industry relevant scientific updates to the marketing and leadership teams to direct projects and initiatives within the organization.
- Engage in strategy planning and brand development meetings.
- Develop high impact marketing tools in collaboration with internal stakeholders and agency partners.
- Engage with advertising agencies and relevant commercial vendors.
- Develop awareness of Flow Therapy and EECF at a local and national platform.
- Travelling is expected and not limited to the local area. Attendance at key sales and marketing meetings, as well as attendance at relevant scientific meetings would be required.

Program Mentor



Michael Gratch

President
Flow Therapy

Flow Therapy | Medical Affairs/Medical Communications Fellowship

This two-year PharmD fellowship at Flow Therapy (Fort Worth, TX) is a novel opportunity to build a diverse set of skills in medical affairs, and medical communications in an innovative, start-up like healthcare setting. The goal of the fellowship is to provide the skills and experiences necessary to launch a successful career in the pharmaceutical or medical device industries.

Specific responsibilities will include:

- Participate in medical content development and review communication of scientific information for internal and field-based colleagues
- Work with KOLs to engage in clinical discussions and idea generation
- Generate research ideas and perform analyses using the internal EHR system
- Conduct strategic reviews of the medical literature and the competitive environment to identify data and educational gaps to enhance patient care
- Manage publications strategy
- Author scientific publications and posters
- Participate in medical review of promotional materials
- Assess investigator initiated studies and write extramural grants
- Assist in the design and conduct of clinical studies

Program Mentor



Sachin A. Shah, PharmD, FACC, FAHA

Professor of Pharmacy Practice
Regional Coordinator – Travis AFB
Director, Fellowship in Industry Program
University of the Pacific

Perspectives from Fellowship Alumni

"I believe pharmacists can serve as a valuable tool in advancing this innovative approach to cardiovascular disease and enhance patient lives and the healthcare community. Enhanced External Counterpulsation (EECP®) had existed for several decades, yet I had not appreciated it as a transformative mode of therapy for cardiovascular disease until I joined the team at Flow Therapy. Working with the nation's leading provider of EECP® therapy has afforded me unique opportunities for professional growth and research skill development."



Mehak Aggarwal, PharmD
2019-2021 Medical Affairs/Communication Fellow
Flow Therapy

"The UOP's Fellowship in Industry Program has provided me the opportunity to obtain experience in the engagement of cardiology thought leaders and provide valuable market insights. I utilize my medical background to deliver educational presentations to health care providers about the latest scientific breakthroughs and research supported best practices. I strongly believe in EECP as a treatment modality for angina, and I am proud to be a part of an organization so dedicated to improving patient care."



Kassey James, PharmD, MHA
2020-2021 Marketing/MSL Fellow
Flow Therapy

2019-2020 Fellow Clinical Research

Posters and Publications

- Williams B, **Aggarwal M**, Kiser C, Vijayaraghavan K, Shah SA. Enhanced External Counterpulsation Reduces Blood Pressure in Patients With Chronic Stable Angina: A Meta-Analysis. American Heart Association. Dallas, TX 2020
- **Aggarwal M**, Krishna V, Canales J, Gratch M and Shah SA. EECP Reduces Angina Related Outcomes in Patients with Chronic Total Occlusion. American College of Cardiology. Chicago, IL 2020
- **Ziad S**, Malik J, Isiguzo O, Xu L, Chen L, Cox A, Shah SA. Change in Markers of Functional Capacity with Enhanced External Counterpulsation Added to Ranolazine Therapy. American Heart Association Scientific Sessions 2019; Philadelphia, PA 2019.

Current Fellows



Chidinma Ofoegbu, PharmD, MBA
2021-2022 MSL Fellow, Phoenix, AZ



Miti Patel, PharmD, MBA
2021-2022 MSL Fellow, Fort Worth, TX



Swathi Varanasi, PharmD
2021-2022 Medical Affairs Fellow, Fort Worth, TX (Virtual)

Fellowship Eligibility Requirements

A candidate must:

- ☐ Be a permanent resident or citizen of the United States
- ☐ Have earned a PharmD from an ACPE accredited college of pharmacy before the start of the fellowship term

Application Process

Candidates must submit via email (pharmfip@pacific.edu) all the following application materials by the deadline listed on the University website:

- ☐ Letter of intent
- ☐ Updated curriculum vitae (CV)
- ☐ Three (3) letters of recommendation addressed to FIP Director
- ☐ Unofficial pharmacy school transcript

See application deadline at pacific.edu/pharmacy/fellowship/flow-therapy



