

NICHOLAS HALL'S NORTH AMERICAN CHC CONFERENCE

# The Need for Change in CHC: Transforming Challenges into Opportunities

25 September 2025

Hyatt Regency Morristown, NJ



For more information or group booking rates,  
please contact [elizabeth.bernos@NicholasHall.com](mailto:elizabeth.bernos@NicholasHall.com)

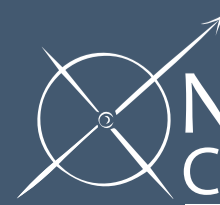
#NHNA25

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Nicholas Hall's  
CHC EVENTS

AGENDA

- 8:30: Registration and Welcome Coffee
- 9:00: **Keynote & Regional Trends Update**  
Nicholas Hall  
*Executive Chairman & Creative Solutions Director*  
**Nicholas Hall Group of Companies**
- 10:00: **How Strategic Partnerships Drive Growth Through Smart Deals**  
Ying Zhang  
*Head of Business Development and Licensing*  
*Consumer Health North America*  
**Bayer**
- 10:30: Morning Break: Refreshment and Networking
- 11:15: **NECESSITY Challenge is the Mother of Invention**  
Paul Sklar  
*Principal*  
**Paul Sklar Consulting LLC**
- 11:45: **AI & the Medical Inspiration: Shaping the Future of Healthcare**  
JC Bacos, *Head of Europe, Nuritas*
- 12:15: **Giving Your Consumer a Seat at the Table**  
Julie Doig McPeck  
*Partner*  
**Provisor Marketing**
- 12:45: Networking Lunch



- 2:15: **A Discussion with Healthcare Stakeholders on the Impact of Nonprescription Products with an Additional Condition for Use (ACNU)**  
Dr. Vogenberg will discuss the new ACNU rule with podcast guests who will share insights from the Investment Community, from a Health Plan perspective, and from an Employer POV

- 2:45: **A Prospective Case Study of Nonprescription Access to Insulin for Type 2 Diabetes Management**  
Dr. Vogenberg will be joined by a second panel of guests to unpack a prospective Case Study on nonprescription insulin, via the ACNU pathway. Guests will include regulatory and commercial leaders from the Rx insulin market.  
Dr. Randy Vogenberg  
*Founder - Employer Provider Council*  
**Co-Host Only Healthcare Podcast**
- 3:15: Afternoon Break: Refreshment & networking
- 3:45: **Panel discussion: Beyond the Label: Reinventing Consumer Trust and Innovation in Self-Care**  
How can we make health information easier to understand? How do we use digital tools to help people make smarter choices? And how can companies build trust while still staying innovative? *Each panellist will deliver a 10-min presentation, followed by Q&A*
- 3:50: **Designing for Trust: How to Build Consumer Confidence into New Products from Day One**  
Lisa Buono  
*Founder & President*  
**Selfcare Dynamics LLC**
- 4:10: **Consumer Trust: Do Consumers Care About Your Regulatory Classification?**  
Susan B. Levy  
*Founder & Principal*  
**SBL Consulting Group, LLC**
- 4:30: **Marketer’s Perspective**  
Renato Camera  
*Vice President, US Pain Division*  
**Haleon**
- 4:40: **Q&A and Group Discussion**  
Moderator: TBA  
*Founder*  
**Biograph Inc.**
- 5:20: Summary and Closing  
Nicholas Hall
- 5:40 - 7:30: Networking Drinks

# SPEAKERS



**Nicholas Hall**  
*Executive Chairman & Creative Solutions Director*  
**Nicholas Hall Group of Companies**

Nicholas is **Executive Chairman & Creative Solutions Director** of the Nicholas Hall Group of Companies, an elite consulting, business intelligence and executive recruitment company primarily serving the consumer healthcare industry since 1978.

After a career in marketing and general management with Procter & Gamble, Vicks and GD Searle, Nicholas set up his own company, which has remained resolutely independent as it has expanded and flourished. Throughout that time Nicholas has managed the company’s consultancy practice, which has among its clients many blue chip OTC companies, as well as some of the leading local laboratories in Europe, Asia, Middle East and Latin America.

He has more than four decades of experience in the healthcare industry and has chaired and moderated over 300 conferences and seminars in 58 countries.



**Paul Sklar**  
*Principal*  
**Paul Sklar Consulting LLC**

Paul Sklar is passionate about delivering healthcare innovation to consumers. Currently, he is principal of Paul Sklar Consulting LLC, working on behalf of a few products and services he believes provide real benefit to consumers and consumer healthcare companies.

Previously, Paul worked 40 years at GSK Consumer Healthcare (now Haleon) and its predecessors in a variety of roles spanning Internal Innovation, External Innovation, Business Development, Rx-to-OTC Switch, and Brand Management. Paul was recognized not only for his analytical abilities, detailed forecast modeling, and extensive knowledge of company history, but also for ideating and writing innovative, differentiated claims and concepts such as the key Flonase OTC switch claim and being unafraid to question the “elephants in the room”.



**Dr. Randy Vogenberg**  
*Founder - Employer Provider Council*  
Co-Host of the “*Only Healthcare*” Podcast

Randy Vogenberg, PhD is a recognized expert in clinical effectiveness, healthcare economics, and regulatory policy innovation. His insights on economic outcomes and policy are globally cited with almost 200 publications and over 150 citations in books or other journal articles. Dr. Vogenberg currently serves as the Board Chair for the Employer-Provider Council of the Hospital Quality Foundation.



**Jean Claude Bacos**  
*Head of Europe*  
**Nuritas**

Jean Claude Bacos has a diverse work experience spanning several industries. Jean Claude currently serves as the Head of Europe at Nuritas since May 2022. In this role, they oversee the company’s proprietary platform that targets and unlocks bioactive peptide ingredients from plants, with the potential to transform human health and food sustainability. Before joining Nuritas, Jean Claude worked at Bayer Pharmaceuticals from 2016 to 2022. Jean Claude held the position of General Manager Consumer France from an unknown start date to March 2022. During their time at Bayer, they also served as the Managing Director of the Asia-Pacific region, responsible for managing 15 subsidiaries across multiple countries and leading a team of over 700 associates.

Prior to their tenure at Bayer Pharmaceuticals, Jean Claude was the Managing Director of Laboratoire UPSA S.A.S. at UPSA, a leading laboratory specialized in family medication and OTC products in France. Jean Claude held this role from an unknown start date to 2016.



**Julie Doig McPeck**  
*Partner*  
**Provisor Marketing**

Julie Doig McPeck is a brand builder, strategist, and business growth expert with experience across both corporate and private equity worlds. She began her career at Procter & Gamble, where she led new business development efforts—translating consumer insights into successful product launches and generated new revenue streams for company assets. Over the years, Julie has developed a strong reputation for helping brands understand their customer, define their strategy, and win in the marketplace. Her work spans consumer learning, brand positioning, go-to-market planning, and marketing leadership for companies of all sizes - from household names to fast-growing emerging brands.

In the private equity space, she brings a practical, results-driven approach to helping portfolio companies sharpen their strategy, improve execution, and accelerate growth. Julie is known for her ability to cut through complexity, connect strategy to action, and lead teams with clarity and purpose. Whether she’s building a brand from the ground up or revitalizing an existing one, she brings the same passion: helping great ideas become successful businesses.



**Lisa Buono**  
*Founder & President*  
**Selfcare Dynamics LLC**

Nonprescription executive with deep experience in marketing, brand management, sales, science and drug ingredients policy. After a 5-year stint in OTC drug consulting, Lisa spent 23 years in various roles including new product development and launches with Lederle Consumer Health, which through acquisition became Wyeth Consumer Healthcare and eventually Pfizer Consumer Healthcare. Quite a few brands she worked on are now part of Haleon’s portfolio. Afterwards, she held leadership positions in a private equity-supported OTC company; with Actavis on its private label OTC business; then nine years with IRI, now Circana, as Principal in its Healthcare Practice, with clients including Merck Consumer, Bayer, Bausch, Philips, Prestige Brands and others. She is a past faculty member for CHPA’s course Consumer Healthcare 101. At present, she continues her interest in the U.S. OTC and dietary supplement spaces through consulting project work directly with clients under Selfcaredynamics LLC or by assisting other well-regarded industry consultancies. She holds a B. S. degree in Chemistry and Mathematics from Montclair State University and an MBA in Marketing from Rutgers University.

# SPEAKERS CONTINUED



**Susan B. Levy**  
*Founder & Principal*  
**SBL Consulting Group, LLC**

Since 2011, Susan B. Levy has led SBL Consulting Group, a boutique firm that works with consumer health and wellness companies to develop and implement growth strategies. Leveraging decades of industry experience and a broad network that touches every facet of the industry, Susan and her team uncover innovative organic and inorganic growth strategies and then deliver success with creative marketing programs, efficient business development initiatives and Rx-to-OTC switches.

With over 35 years of industry experience, Susan began her career in R&D with a degree in Chemistry from Cornell University. Subsequent to assignments at Unilever Research and Beecham Products/SmithKline Beecham (while pursuing her MBA at NYU Stern), Susan joined Warner-Lambert (then acquired by Pfizer) and transitioned to roles of increasing responsibility in both global and domestic marketing. Susan was most recently in corporate strategy at Merck following the acquisition of Schering-Plough, where she held business development roles and was responsible for pursuing profitable external growth opportunities globally for the Consumer Healthcare division.



**Ying Zhang**  
*Head of Business Development and Licensing, Consumer Health North America*  
**Bayer**



**Renato Camera**  
*Vice President, US Pain Division*  
**Haleon**

Renato Camera is an accomplished marketing executive with extensive experience in the consumer healthcare industry. Currently serving as Vice President of Marketing for both the Pain & OTC switch and VMS & Skin Care segments at Haleon, Renato has previously held significant roles including Head of U.S Business Commercial Operations and U.S CEO Chief of Staff. Additionally, Renato is actively involved in leadership positions with the Council for Responsible Nutrition as an Executive Board Member and Board Member. Prior experience includes key strategic roles at GSK, Boehringer Ingelheim, and Johnson & Johnson, focusing on marketing and portfolio management in the Americas and Latin America. Renato holds an MBA from IE Business School and has pursued executive education at Harvard Business School, specializing in managing teams and distribution channels.

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