



**THE HOSPITAL FOR
SICK CHILDREN**

**UNIVERSITY OF TORONTO
FACULTY OF MEDICINE**



August 12th, 2016

Dear Madam/Sir,

Re: Dr. Jaime Arvizu

It is my pleasure to provide a letter of reference on behalf of Dr. Jaime Arvizu. I feel very qualified to do so since for over 5 years I have known, and have worked closely with, Jaime in the area of global hemophilia care.

Jaime's training and work experience in the field of drug development, testing and marketing is impeccable. He graduated in Medicine from the Universidad Autonoma de Honduras in 1988. During the period 1990-1992 he gained experience in sales and marketing working for Glaxo-Caribbean. From 1993 to 1997 he worked as a Medical Liaison/Medical Co-ordinator for Glaxo-Wellcome, Puerto Rico and from 1997 to 2004 as Medical Director and US compliance representative for Glaxo-Smith-Kline, Puerto Rico. Skills developed during this period relate to the recruitment of several clinical research sites in Puerto Rico plus involvement with industry-supported clinical trials. Jaime next worked as Medical Director, Respiratory Clinical Research and Medical Affairs for IVAX Research Inc. and Laboratories (2004-2006) and following this post as Chief Medical Officer (CMO) for RxER Communications (2006-2008) where he enhanced his skills in medical communication. Jaime is an excellent and engaging public speaker. In 2008 Jaime joined Wyeth Pharmaceuticals as Vice-President, GMA Latin America and in 2010 he was recruited to be the Baxter Bioscience Regional Medical Director for Latin America and Canada. In October 2014 he was appointed Head of Medical Affairs, Intercontinental (ITC) Region and Senior Medical Affairs Director for Baxalta US Inc.

My association with Jaime covers the period 2010-current when he was working for Baxter Corporation/Baxalta/Shire and relates to my international activities, clinical and research, in the area of the inherited bleeding disorders in children, focus the hemophilias. Our Pediatric Thrombosis and Hemostasis Program at the Hospital for Sick Children, Toronto strives for excellence in clinical care, education, research and advocacy related to children (< 18 years of age) with inherited and acquired bleeding and clotting disorders. The program follows approximately 500 children < 18 years of age with inherited bleeding disorders, including approximately 180 boys with hemophilia A or B. Our pediatric thrombosis service has very large in- and out-patient components and follows approximately 250 children on long-term anticoagulation. Our model of care is team-based and we are a major training center for young

physicians wishing to specialize in the field of pediatric thrombosis and hemostasis. Our International activities are focused in Brazil, China, the Caribbean and Thailand. Over the past 6 years Jaime has been an amazing advocate for our International collaborations, especially with colleagues in Sao Paulo, Brazil. He played a major role in supporting an investigator-initiated, industry funded (Baxalta), multi-center, cross-sectional study that compared the burden of illness in boys with hemophilia in Sao Paulo and Toronto. The results of this collaborative study have been presented at international scientific meetings and a manuscript detailing the key findings of the study is under consideration by the journal Haemophilia.

Jaime's skills are multi-dimensional. He is a "big thinker" who uses his considerable skills and experience to plan and successfully execute complex projects. His interpersonal skills are outstanding and he leads by example. He manages the sometimes complex interface between academia and industry with seeming ease and I have witnessed first-hand the respect shown to Jaime at scientific and Advisory Boards by key opinion leaders (clinicians and researchers) working in the field of hemophilia. Jaime is a consummate professional who always places the individual or child/family at the center of any plan; for this guiding principal he is respected by colleagues working both in industry and professionals working in the healthcare sector.

In summary it is with great pleasure, and with absolutely no reservations, that I am very pleased to provide this letter of reference on behalf of Jaime Arvizu. Jaime is truly a global leader in the area drug development, testing and marketing and he will be a huge asset and great ambassador to any corporation/organization that is fortunate enough to attract his considerable talents. He will bring to the corporation/organization a high work ethic and an ability to effectively problem solve and to successfully execute complex tasks in a timely manner. Jaime will, I am sure, continue to seek to improve not only his already very impressive skill set, but will also actively promote the career development of the individuals who report to him. It is this aspect of Jaime's character that places him in the very top percent of his peers in Industry he is never satisfied with the "status quo" and will always seek out ways "to make the seemingly impossible possible".

I would be pleased to be contacted about this letter of reference at any time if it would be of help in the consideration of Jaime Arvizu for a new position. My office telephone number 416-813-5852 and my email address is victor.blanchette@sickkids.ca

Yours sincerely,



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