

Samples of Success – Life Sciences/MedTech

Procurement, Distribution, and Utilization of Real-World Healthcare Data

Led real-world clinical data procurement from medical practices, hospitals, and health systems for an informatics company's federated global healthcare data network. Supported development of the data platform and de-identified data sharing solution architecture. Developed real-world data (RWD) and real-world evidence (RWE) access/utilization strategies from a variety of sources. Led RWD prospecting, provider and data sourcing, data characterization, and data provider profiling. Established and executed network participation and data use agreements with healthcare data providers seeking to share data with the network and to capture the health economics and outcomes research power of their collective healthcare information, as well as to generate revenue from their organization's data.

Data Warehousing and Access to Longitudinal Real-World Clinical Data and Data Providers

Led the development and launch of the American Medical Group Association's (AMGA) nationwide data warehouse and informatics platform for ingesting, aggregating, and sharing comprehensive, real-world longitudinal health and health care data from multi-specialty medical groups, hospitals, health systems, and academic medical centers. Developed and executed participation and data sharing agreements with clinical data providers, and established data licensing strategies and deidentified data use agreements for customers and strategic alliance partners in the biopharmaceutical industry.

Pharmaceutical Distributors' Data Warehouse and Product Information Exchange Platform

Led the development and implementation of the Healthcare Distribution Management Association's data warehousing and pharmaceutical product information exchange platform. Established system architecture and managed partnerships with HIT/data management vendors and solution partners. Procured data and supported data governance, solution delivery, member participation, and government collaborations.

Development and Commercialization of Medical Devices and Clinical Monitoring Equipment

Worked with a start-up biomedical device company and collaborating research scientists, cardiologists, intensivists, surgeons, and anesthesiologists in academic medical centers and in the commercial sector. Designed, developed, evaluated, and commercialized invasive and non-invasive biomedical devices and associated processes for cardiovascular research, surgical, critical care, and specialty care monitoring and for clinical diagnostics. Led financing, business development, and strategic partnering with numerous multinational medical technology companies.

Business Development Services for an International Human Bionics Company

Provided strategy, oversight, and business development services for an international human bionics company specializing in biomechanical and neuromodulation devices (integrated with artificial intelligence). These products improve the quality of life of individuals suffering from physical and physiological dysfunction. Developed and implemented novel business models, go-to-market strategies, and strategic alliances that culminated in the acquisition of the company by a major multinational biomedical services and equipment company. Also served on the Board of Directors and chaired the Corporate Governance Committee.

Strategy and Business Development Services for 16 Early-Stage Startups and Growth-Stage Companies

Provided product and business development services for 16 start-up and growth-stage biopharmaceutical, genomics, and medical technology companies. Helped them to commercialize technology, products, and services and to jump start their business development efforts and corporate growth. Services included product and business strategy, branding, marketing and communication, go-to market strategy, market promotion, sales enablement, and support for business plans, valuation, and funding activities.