

IEEE BIBM 2012 Paper Submission for Bob O'Hara**Title: Approach to Information Management in an Externalized Business Environment****Abstract:**

Many BioPharmaceutical companies are anxiously expanding partnerships with a variety of contract research and specialty organizations in order to cut costs, share risk, and streamline the business. Companies have been using partners (e.g., central labs, CRO's, specialty labs, CMO's) for many years in a wide variety of situations. However, as companies transition to a new paradigm for drug development, one that is less reliant on their own internal resources, the use of and the dependency on external partners is accelerating and broadening. So what happens with the information associated with externalized work? Who needs it? Who owns it? Where is it stored? How accessible is it for immediate and long-term use to inform future investments?

Organizations self-optimize based on their own business objectives, processes, and systems. Contract organizations strive to be more cost effective by performing similar functions and providing similar deliverables for all of their customers. Information generated and transferred by partners is optimized for decisions that need to be taken in the present by members of a given project team. Without a clear long-term informatics vision in this mixed environment, that information is no more likely to be available and useful in the future than it is today within the vertical structure of a Pharmaceutical company. If anything it will be more challenging because information governance across co-operating companies is often an afterthought.

This presentation explores information issues created by business externalization strategies and outlines an approach for an information management framework based on a variety of work with several major BioPharmaceutical companies.

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An accomplished senior executive with more than 25 years of experience in building and leading organizations including sales, professional services, product management and development, Bob O'Hara co-founded ResultWorks to apply this knowledge and expertise specifically as it relates to the Life Sciences and Healthcare industries.

Mr. O'Hara has led a number of organizations that have provided information technology solutions including laboratory information management systems (LIMS), chromatography, e-procurement, and compound and reagent management systems.

Prior to co-founding ResultWorks, Mr. O'Hara was Vice President of Product Management at SciQuest, Inc. a software and services company providing e-procurement and materials management solutions to the pharmaceutical and biotechnology industries. At SciQuest, he led the product strategy, product methodology and solution sales support for all product lines.

At EMAX Solution Partners, a privately held company focused on research materials management, Mr. O'Hara served as Executive Vice President of Operations, Professional Services and Product Management. Under his leadership, EMAX transformed from a custom software business to a standard product software business, creating added-value for EMAX clients.

While at Hewlett-Packard Company, Mr. O'Hara held various management positions in both the Chemical Analysis Group and the Computer Business Group. While with the HP Chemical Analysis Group (now Agilent), he was the National Business Manager for LIMS and Chromatography systems where he built a successful consulting services business leveraging a project management methodology approach to all aspects of the business. He developed an analytical instrumentation training business to support the needs of major pharmaceutical and chemical clients. He also held various management roles in the HP Computer Systems Business Group in the Professional Services Operation.