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PROFILE: Tom Conlon

With 30 years of experience, Tom has built an extensive track record working with life sciences organizations, finding solutions to a wide variety of business and IT management challenges and issues. He specializes in helping pharmaceutical R&D and IM/IT leaders to work together, through well-formulated projects, to improve performance of the development and manufacturing functions. Tom helps senior managers to formulate and communicate “executive intent” for projects, and guides project teams to interpret and implement that intent. As a project manager and facilitator, he is highly effective in leading contributors from diverse organizations and disciplines, with different agendas, to reach shared understandings of needs and priorities, and to achieve intended business results.

Tom has developed innovative approaches for discovering, prioritizing, and documenting requirements, and evaluating and selecting vendors and products. Using these methods greatly reduced effort required of scientists and business associates to elicit requirements, reach selection decisions, and crystallize the tangible benefits sought from the investments.

Prior to founding Kendal Tech in 1993, Tom was VP of professional services at ABT Corp., the leading IT project management company; and a Principal at the “Big Four” firm Ernst & Young serving as National Practice Leader IT assessments. Earlier he held IT, supply chain management, and engineering positions in multinational pharmaceuticals and capital equipment firms. Tom received his engineering degree from Rensselaer Polytechnic Institute, and a MBA from Lehigh University.

REPRESENTATIVE ASSIGNMENTS

- Performed an assessment for the quality function of a top-tier pharma of the potential for harmonization of QC LIMS across multiple GMP manufacturing sites, including integration with ERP, CAPA, and other systems.
- Provided negotiation support to a major global pharmaceutical manufacturer for a multi-year agreement with a leading vendor of SaaS-based EDC software and services.
- Assisted an innovative bio tech firm to develop a systems strategy for R&D and QA aimed at improving analyst productivity; guided multiple vendor selections. Client claimed a savings of almost ten hours per analyst per week.

- Performed a competitive evaluation of Long-range Capacity Planning Solution Vendors (hosted and on-premises) to simulate demand and supply, and capacity options, from finished product to API across multiple plants in the global supply chain. The competitive process, and our recommended terms, was credited with reducing total project cost by over \$US 500,000.
- Led a client team from a top pharmaceutical firm through our accelerated vendor selection process for a scenario planning tool to support drug development projects and the drug portfolio.
- For a well-known drug samples fulfillment vendor to major pharmaceutical firms, validated a rules-based multiple client drug sample ordering system.
- Developed a laboratory systems strategy for the global quality operations of a major international pharmaceutical manufacturer. Strategy included deployment planning for harmonized LIMS at more than 20 manufacturing sites around the world. In a related assignment: developed a more efficient deployment methodology that is expected to save 50% of the deployment effort for both lab and IT resources; analyzed current LIMS support services and developed a new global LIMS support structure.
- For a clinical manufacturer and developer of cell therapies developed an application architecture and realization plans. Evaluated systems for materials management and electronic batch records, assisted in negotiation for software and implementation services, and provided project management oversight of the implementation vendor.
- Developed an information management strategy for analytical development laboratories of a company specializing in drug delivery systems. Strategy included evaluation of harmonization between R&D and Manufacturing LIMS.
- Performed a needs analysis and business case assignment to assist a global informatics group determine the value of a major investment in an electronic laboratory notebook solution to support chemistry groups globally.
- Led requirements, evaluation, and selection of a global clinical trial planning and budgeting tool. While product capabilities were comparable, an insightful evaluation of vendor financials and capabilities showed the industry leader was highly challenged. The company selected and has enjoyed a highly satisfying relationship with smallest vendor.
- Through analysis of clinical supplies process and business activity metrics, assisted management of non-clinical development to reexamine, and cancel, a previously approved ambitious systems project. Evaluated Rockwell Automation and SAP as solutions. Assisted management to focus on several much smaller, higher-yield projects with minimal customization. Cost avoidance was estimated at \$5 million.
- Performed a needs analysis and business case assignment to assist a global informatics group determine the value of a major investment in an electronic laboratory notebook solution to support chemistry groups globally.
- Performed vendor selection for a clinical trial management system for a mid-sized pharma manufacturer. Implementation was accomplished in only eight weeks.

- Served as a subject matter expert in mapping and modeling clinical development and regulatory filing activities for a top pharma manufacturer.
- Served as project management coach to a pharma manufacturer that is regarded as a leader in highly productive and fully compliant paperless analytical labs. The multi-year initiative integrated LIMS, chromatography, electronic data capture, management of scientific data, and document management. Management's intent was a very significant reduction in non-value adding data auditing and correction.
- Managed a project for a major pharma manufacturer to migrate 30,000 SAS programs and clinical study data from diverse computing platforms to a new server-workstation environment. This project created a "validated factory" for automated code conversion and testing that greatly reduced biostatistician effort to validate migrated studies. Negotiated an earned value based contract with contractor that resulted in an under-budget outcome.

EDUCATION AND OTHER

- Rensselaer Polytechnic Institute - Bachelor of Engineering
 - Lehigh University – MBA
 - Adjunct Assistant Professor, Stern Graduate School of Business, New York University.
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- President, Montclair Society of Engineers
 - Engineering Mentor to award-winning FIRST Robotics team