

The Stanley East Consulting Group

**Building Sensible
Sustainable Solutions**

Key Focus Areas:

- Contract Management including process and administration of contract pricing, rebate administration, and contract documentation
- Legal Process Engineering: bridging legal and business processes
- SAP Contract Lifecycle Management (CLM)
- Vendor Access and Credentialing
- Document Review Process and Language Library
- Sustainable Tools and Metrics
- Staff Skill Development focused in these areas



Testimonial

Bruce has been instrumental in helping us develop our strategic operational plans. Our investment in his services has helped us focus on our direction and has accelerated our growth. We are pleased with his results driven work!

Erica Lynn, CEO, Ella g

Bruce J. Stanley
Principal

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Our purpose is to help

Biotech/Medical device companies solve business problems by building sustainable sensible solutions. We focus on creating opportunities for revenue generation and operating efficiencies in organizations that thrive on change and progressive ideas.

We link critical business processes, structure, systems and their reproducibility and practicality for effective contracting operations.

*Working with SECG can help you
create a more efficient process
building a competitive future
by staying ahead of the changing
healthcare landscape.*

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Bruce J. Stanley

With over 30 years of health care industry experience

in contract management, legal process engineering, supply chain, and customer service, Bruce is a high-energy individual having served in significant industry leadership roles including as the Chairman of the AdvaMed legal working group focused on vendor access-credentialing with interface with the Joint Commission and industry thought leaders. He has collaborated with Mass Medic and AdvaMed on legislative Initiatives related to this topic.

He possesses in-depth healthcare industry experience in contract management and supply chain interacting with GPOs, IDNs, and major hospitals. Additionally, he has led government contracting operations for a global healthcare company.

Bruce served as project executive overseeing the global design, for sales of Contract Life-cycle Management (CLMN).

His previous experience includes leading customer operations, EDI and customer facing supply chain.

Approach to Solutions

The first step is to meet with a client to determine the concept and scope of the project. An interview list of stakeholders will be developed and a schedule of events will be created to support the overall project objective. Once agreement with the client is finalized (Statement of Work) the project will commence as per the agreed timeline.

Final Product

A final closeout document will be produced outlining the next possible client steps.

Fee Structure

Each engagement will be costed based upon the client requirements and statement of work approvals.

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