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20 Most Promising Tech Solution Providers to Pharma and Life Sciences Industry

The Pharmaceutical and Life Sciences sector is going through a positive metamorphosis due to the confluence of biological science and information technology. The industry is changing its game plan by dropping old legacy systems and adapting newer technologies. This gradual transformation is characterized by simplified operating environments and access to real-time information through multiple channels. The combination of changing customer demographics, an omniscient internet and increased mobility are transforming commercial operations; specifically the way customers interact and collaborate. Technology solutions are helping organizations make seamless digital shifts and deliver results with a mix of analytics, cross-channel interaction, and customized messaging. This has resulted in pharmaceutical companies exploring new strategies and innovations.

There is also a gradual shift in the economic flow chart, depicting the ingress of many unique challenges arising from macro-economic, demographic and industry specific factors. Today, products are losing patents due to shortened pipelines and tight deadline issues. There is an increased pressure on the pharmaceutical industry to curtail the cost of R&D, in order to bring products to market faster amidst heightened government regulations. Expectations are also rising, with patients given a higher stake in health

management decisions and treatment regimes. Many consulting companies are assisting the pharmaceutical sector in order to strike the right balance when it comes to treating these constantly conflicting issues. These companies act as the propeller to help their clients approach the right technology markets by making efficient business decisions and cost models, with a healthy dose of enterprise-wide innovations. As the search for efficiency continues, pharma companies are exploring new options in terms of technological solutions and consultant services for externalization, collaboration and consumerization to drive future R&D.

In this edition of CIO Review, we bring to you the “20 Most Promising Solution and Consulting providers to Pharma and Life Science 2014,” featuring the best vendors and consultants providing technology and services to the Pharmaceutical and Life Science industry. The companies featured have showcased extensive business process knowledge, in-depth integrated and innovative strategies combined with an extensive talent base.

A distinguished panel comprised of CEOs, CIOs, VCs and analysts including the CIO Review editorial board have selected the top companies that are at the forefront of tackling challenges in the Pharmaceutical and Life Sciences market in the U.S.



Company:
Exostar

Key Person:
Richard Addi,
CEO

Website:
www.exostar.com

Description:
Exostar provides secure cloud-based solutions that improve collaboration, information sharing, and supply chain management for over 100,000 companies worldwide, across aerospace and defense, life sciences, pharmaceuticals, and financial sectors

Exostar

Secure Collaboration in the Cloud Identity and Access Management



Richard Addi

Large pharmaceutical companies continue to move their research and development outside their four walls to cut cost accelerate development and leverage research partner specialization. In this environment, the ability to rapidly engage cloud-based resources such as Contract Research Organizations (CRO's), universities, custom applications or Big Data analytics—

without compromising security is critical. This intersection of cloud access and the next generation of R&D and analytics create new partnerships for better results, but raises concerns regarding new threats protecting Intellectual Property. Virginia-based Exostar addresses these issues by developing solutions that help customers collaborate with partners, regardless of the location or current environment, without compromising on security.

Exostar was originally formed to improve the ability of companies to work together more efficiently by accessing data through an easy-to-use, secure community environment. Exostar supports a variety of products and solutions to help customers collaborate, share information, manage vendors and supply chains, and optimize real world requirements including—R&D, resource externalization and access to external applications and information. “We are experts in Identity management, but our real focus is solving customers’ business challenges, not delivering a specific product or service,” said Richard Addi, CEO, Exostar. The key to this capability lies in the flexibility of the company’s Life Science Identity Hub platform called Secure Access Manager (SAM), which manages access to the cloud and virtually any application or information repository across the community. This cloud-based portal provides a single access point to the extended life science ecosystem of applications and other resources and also provides management functionality that allows “cleared” third-party employees to access applications and data.

Exostar provides secure cloud collaboration and identity access management to over 100,000 companies worldwide. Originally

formed by some of the largest Aerospace & Defense companies, today Exostar supports 98 of the top 100 Aerospace and Defense companies as well as some of the largest organizations in Life Science, finance and other markets. “But our solutions are ideal for any customer who wants to collaborate or access applications and operate in a highly regulated environment,” says Addi.

Their legacy supporting the Aerospace and Defense industry resulted in a solution designed specifically to support the highly collaborative requirements of complex development (such as aircraft and defense systems) while mitigating risk and protecting intellectual property. This specialization facilitated Exostar’s entry into the life science industry as some of the large Pharma companies began to look to other industries for network security best practices. “A few of our large Pharma customers initially came to us because they wanted to duplicate the A&D industries ability to share information securely for joint development,

“We are experts in Identity management, but our real focus is solving our customers’ business challenges, not on delivering a specific product or service”

testing and drug interaction analysis with their partners combined with a heightened level of tracking and accountability. Today, the customers utilizing our life science identity hub are not only improving the way they develop new drugs, they are making it easier for third parties to work with them, allowing them to respond to new opportunities faster. They’re also lowering everyone’s operating expense in the process by simplifying IT requirements,” says Addi.

One of the biggest benefits of the Exostar community structure is the way they gather customer requirements through customer governance councils. These councils help direct the solution requirements and product roadmaps to address their ultimate concerns. “We do not focus on specific technology for the sake of technology—our offerings are specifically designed as a part of larger solutions designed to solve the business challenges of our customers,” adds Mr. Addi.

Going forward, Exostar continues to look for specific interests in new security components, support for mobile applications and tools to help facilitate Big Data analytics and information sharing. **CR**