

## TOP TRENDS FOR LIFE SCIENCES COMPLIANCE PROFESSIONALS IN 2016

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**JACK TANSSELLE,**  
HURON MANAGING  
DIRECTOR



To hear more from Jack Tanselle on this issue, follow **@Huron** for up-to-date webinar, events, and speaking engagements, and **subscribe** to our Clinical Research Management Briefing newsletter.

In the following Q&A, Jack Tanselle, Huron Managing Director, provides practical insights surrounding what should be top of mind for compliance professionals in 2016. His responses originally appeared on CBI's website.

### Q : CAN YOU SHARE YOUR ‘PULSE’ ON THE ISSUES KEEPING CCOS ‘UP AT NIGHT’?

A : **Jack:** The current issues surrounding relationships with specialty pharmacies are nearly impossible for CCOs to ignore, as are other business activities conducted to provide value-added support to patients.

Media coverage generally focuses on situations that are likely not the norm at most companies, but CCOs can't ignore such examples and should continue to review and partner with their business colleagues to help mitigate risk when conducting these important activities.

With that in mind, many CCOs have been conducting specific assessments of relevant areas that were perhaps not included in their routine auditing and monitoring.

### Q : AS WE ENTER 2016, WHAT DOES THE CULTURE OF COMPLIANCE LOOK LIKE TO YOU, AND HOW DO YOU SEE IT EVOLVING?

A : **Jack:** Because relationships between individuals in compliance and key business functions are so critical to establishing and maintaining a culture of compliance and improving business practices, I believe the proliferation of data within each company represents a critical driver to evolve that culture.

Formal, well-engineered data analytics programs, created and utilized together by compliance and key business functions, will contribute to more collaborative relationships, increased education and ownership of compliance, and improved decision making.

Individuals not working in the compliance department will more naturally come to appreciate potential opportunities, as well as the risks, within any one analyses. In doing so, they will be better stewards of compliance.

### Q : WITH DRUG PRICING IN THE SPOTLIGHT, WHAT ARE SOME CONSIDERATIONS FOR COMPLIANCE AS SCRUTINY HEATS UP?

A : **Jack:** Drug pricing is a behemoth topic — especially when in the context of government healthcare programs and an election year. I believe most of the current media attention is just noise as it relates to potential practical actions for a compliance department.

The simplest starting point is to ask how understood the current processes for setting the price of drugs and devices at your company are — from early-market research to final approvals.

With that understanding, risk can be evaluated, in-process controls can be updated or created, and auditing and monitoring can be contemplated on a go-forward basis.



If you have questions about improving and sustaining a compliance program, Huron can help. You can learn more about our services, and contact us, by visiting:

<https://www.huronconsultinggroup.com/expertise/life-sciences>

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### WHITEPAPER: TIME TO VALIDATE YOUR COMPANY'S OPEN PAYMENT SUBMISSION DATA

Federal regulators are stepping up scrutiny in the relationships between healthcare providers and pharmaceutical and medical device industries. The following Huron white paper details the importance of proactively planning for upcoming changes.

Download and read the white paper here:

<https://www.huronconsultinggroup.com/resources/>