

From the Manufacturer's Perspective

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The Players

- Stakeholder
- Finance
- Legal
- Compliance

Controls

- Your SOP
- Education
- Monitoring
- Auditing

Your SOP

- Define the Stake holder's obligations

 Identify the need





 Identify the resource

 Define the scope

 Oversee performance

 Document retention

Your SOP

- Define Finance's obligations
-  Work with the Stakeholder on compensation
-  Review performance
-  Manage payment
-  Document retention

Your SOP

- Define Legal's obligations

 The contract

 Identify deliverables/milestones

 Payment terms

 Confidentiality

 Boilerplate

Your SOP

- Define Compliance's obligations

 Review of scope

 Review of compensation





 Education

 Monitoring/Auditing

Education

- Identify the players
- Who?
 - Operations
 - Finance
 - Legal
- How will you train?
 - On-line
 - Live

Monitoring & Auditing

- Attend consultant meetings, Ad boards, etc.
- Audit performance
-  Document sweep
-  Compliance with the SOP
-  Review of deliverables
-  Are you using the deliverables?

Thank you

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