



**The National Disclosure Summit
Washington DC
Feb 5, 2014**

**Technology Solutions: Panelists from Leading
Technology Firms Provide Insights on Current and
Future Trends in Aggregate Spend Technology**

Panelists

- Michael D. Bell
Founder and President, R-Squared
- Susan Hill
Senior Vice President, Business Development, AHM
- John Patrick Oroho, Esq.
Executive Vice President and Chief Strategy Officer, Porzio Life Sciences, LLC; Principal, Porzio, Bromberg & Newman PC
- Dean Rossi
Founder and President, Alanda, New Brunswick, NJ
- Don Soong
Vice President of Strategic Solutions, Cegedim Relationship Management
- Jon Wilkenfeld (moderator)
President, Potomac River Partners

Overview of the Current Landscape

- Fragmented industry
- Many companies include strategic partnerships
 - HCP and/or HCO data
 - Legal / consulting support
- Some technology companies focus by size of company
- Comparable “hygiene” features; Focus on differentiators
 - Degree of customization
 - Level of customer support, project management involvement
 - Robustness of customer master solution
 - Experience and approach to global transparency
 - Integration with other business processes
 - Spend preview tools and other HCP-focused solutions

Discussion Points

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- The next nine weeks!
- Technical Challenges with Implementing Open Payments
- Intermediate Term: Remainder of 2014
- Global Payments
- Longer-Term Future
- Q&A