EXTERNAL COLLABORATION

Successfully Managing Third-Party Collaboration

The Life Sciences ecosystem is a more collaborative environment today than ever before. With an increase in the number of partners, vendors and other third parties from external organizations working together on business initiatives, it is imperative that there is an outlet for stakeholders to rapidly make decisions, exchange information, share content and generate ideas. This business-to-business interaction has traditionally been difficult to manage across many external partner environments. Issues that typically arise include: How should users be provisioned? Who should provision users? How will security be maintained in a multi-tenant environment? What will be the lifecycle of content? How and by whom will this content be governed? And what about the Cloud? Is my data safe? How do I provision users? What cloud models can I count on? These are all challenging questions that should be addressed to allow for a successful third-party collaborative platform. The need to bring people together from multiple organizations is critical in business today, and collaborative capabilities must accommodate this fast-paced environment.

Paragon: Leaders in Enabling Business-to-Business Collaboration

Paragon has years of experience providing the planning, design, development, and integration expertise to help organizations create business environments that effectively leverage collaborative technologies. Paragon's External Collaboration Framework provides an end-to-end approach to bring collaboration, document sharing and business interactions to business partners, either on a one-to-one basis or with multiple organizations.

Paragon's External Collaboration Framework includes:

- A methodology for identifying core drivers (e.g., business needs) and outcomes (e.g., ideal end-state vision) required to support business-to-business (B2B) interaction
- A capabilities model that is used to match core capabilities to specific business needs identified by the business teams
- A technology model that is used to match technologies that will provide the required capabilities, including collaboration tools, and user identity and provisioning tools
- A governance model used to support provisioning capabilities, managing users, and managing the life cycle of the business-to-business site

End-to-End Implementation Support for Efficient B2B Interaction

Paragon can help your organization with an end-to-end, external collaboration implementation, from strategy through design/configuration and deployment. Our holistic approach brings organizations online with B2B capabilities quickly, with repeatable capabilities to support growth and scaling. From provisioning, to governance, through change management for release and adoption/sustaining activities, Paragon's External Collaboration Framework will get your organization and partners collaborating and sharing knowledge effectively and efficiently, thereby enabling:

- Third-party collaboration and document sharing across contract manufacturing organizations and clinical research organizations
- Ideation and knowledge transfer among researchers from partner organizations
- Content Migration (Migrate from FileNet, SharePoint, File Shares, OpenText Content Suite and Documentum, eRoom, Lotus Notes, etc.)
- Sharing of promotional materials among agencies and internal departments and teams
- Internal document sharing and collaboration among merger and acquisition teams

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Why an End-to-End Approach to External Collaboration is Critical

To establish a long-term strategy for effective interaction between your organization and other organizations, a holistic approach that encompasses people, processes, and technology should be taken which includes:

Governance

Cloud and identity management technologies have matured, and the need for governance (i.e., site provisioning, user management, site lifecycles) models should be addressed.

Content Management Strategy

The lifecycle of documents generated throughout the relationship needs to be identified. How will retention be applied? Who will decide when a document should be retired?

Technology Selection

Paragon will help you consider the technology choices and map business requirements and capabilities to implementation of the supporting technologies.

Implementation

An implementation model that focuses on the foundational capabilities (i.e., governance, content strategy, etc.) technology implementation, and change/release management is critical to successful use of B2B capabilities.

Paragon's Comprehensive Collaboration Capabilities

Paragon helps facilitate the ability to intelligently author, share and manage content across the enterprise. By combining its business solution frameworks for collaboration, knowledge management, and records management with expertise in social networks, content integration, XML authoring, search, provisioning and infrastructure scaling, Paragon helps organizations maximize their investment in collaborative technologies:

- **Information Governance and Compliance** - Paragon will design a strategy that addresses the lifecycle of electronic information and integrates with existing records policies, processes and tools.

- **Collaboration** -With a focus on business outcomes, Paragon helps project teams, trading partners, research teams and other business teams meet critical objectives by defining an approach to enable collaboration among teams.

- **Knowledge Sharing and Communities** - Paragon can provide the planning, design, development and integration to create winning collaboration environments that enable knowledge workers to share knowledge and to find the information they need, when they need it.

About Paragon

Paragon is a consulting firm that helps health and life sciences companies become high-performing, compliant, and digitally connected. Paragon powers business transformation and delivers better business outcomes by providing valuable consulting services as a trusted partner to our clients. We do this by building long-term client relationships based on our domain expertise, creative ideas, pragmatic consulting services, and quality delivery of solutions.

For more information, please visit us online at www.consultparagon.com or call 1.800.462.5582.

Paragon Client Roster

Paragon's client roster includes life science industry leaders such as:

• AbbVie	• Chiltern	• Merck	• Sanofi
• AstraZeneca	• CSL Behring	• Novo Nordisk	• Shire
• Bayer	• GSK	• Otsuka	• Valeant
• Bristol-Myers Squibb	• inVentiv Health	• Regeneron	• Worldwide Clinical Trials
• Celgene	• Lilly	• Roche	