



## **FOR IMMEDIATE RELEASE**

### **Chester Schwartz Joins Clarkston Consulting's Life Sciences Practice**

*Schwartz brings more than 25 years contract management experience*

DURHAM, NC — October 28, 2004. Clarkston Consulting, a leading management and technology consulting firm, announced today the appointment of Chester Schwartz to a key management role in the firm's Life Sciences practice. Mr. Schwartz, who currently resides in Cherry Hill, NJ, will deliver Best Practice solutions in contract management to global pharmaceutical, biotech and medical device clients.

"We are very pleased to have Chester on board," said Paul W. Allen, Vice President and Managing Partner of Clarkston's Life Sciences Practice. "With his extensive consulting background and subject matter expertise around one of the most critical issues facing the industry, he will be an excellent complement to our team as we continue to strive to deliver leading-edge knowledge and brilliant service to our clients."

With more than 25 years of contract management and consulting experience, Mr. Schwartz will work closely with clients facing the complex drug pricing regulations that are being imposed by state and federal governments. "The risk of non-compliance is too great for companies not to take actionable steps to ensure that government requirements are met," said Schwartz. "It is our job to help clients successfully navigate these perilous waters."

Prior to joining Clarkston, Mr. Schwartz served as the Director of SAP North America's contracting practice. As co-founder of IDS, a premier pharmaceutical contracting software system, he assisted Fortune 100 clients such as Novartis, Abbott and Reliant with strategic and technical planning. He also served in leadership roles at Coopers & Lybrand, Schering-Plough and EDS.

Mr. Schwartz earned a B.S. in Electrical Engineering from the University of Wisconsin.

#### **About Clarkston Consulting**

Clarkston Consulting is a leading management and technology consulting firm that provides strategic business solutions for clients within the life sciences and consumer products industries worldwide. These market leaders turn to Clarkston to help them bridge the gap between strategy and execution to sustain a competitive advantage. Clarkston is a sought-after business partner because of its recognized industry thought-leadership and superior client relationships, as



measured by The Conference Board's survey on client satisfaction. For more information, visit [www.clarkstonconsulting.com](http://www.clarkstonconsulting.com).

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