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**Alliance Life Sciences Releases White Paper Aimed at Process Integration in Reorganizations, Mergers and Acquisitions**

**BRIDGEWATER, NJ – October 5, 2011** – [Alliance Life Sciences Consulting Group](#) (ALSCG), a leading management and technology consultancy, concluded in a white paper released today that tough economic times call for stricter financial measures, including recommendations that a unitary Contract Lifecycle Management System (CLMS) can lead to the faster realization of efficiencies in the integration process of merged or reorganized firms. “Contract Lifecycle Management Systems for Reorganizations and Mergers and Acquisitions,” co-authored by senior consultant Rob Fellman, and ALSCG associate director of government pricing, Tony Chen, is available for download: <http://www.alscg.com/company/events/clmswhitepaper>

“It is well accepted that in tough economic times, organizations must become better economic managers and carefully consider the value of every dollar that is spent,” says Ed Masterson, senior vice president, consulting operations, ALSCG. “This arena holds robust opportunities for the realization of additional efficiencies through a solid plan to quickly integrate existing or acquired CLM systems -- essential for realizing the benefits of reorganization and M&A activity.”

ALSCG notes that incompatible systems and associated systematic data quality issues, non-standard file formats, structures and storage methods pose significant challenges for most firms engaged in executing these activities. Furthermore, an insufficiency of common reporting tools can result in fragmented and inconsistent data collection and reporting. The capability to communicate critical information is typically reduced when multiple systems dispersed globally are unable to communicate with each other.

“Most firms have some combination of CLM systems that require manual data transfers between incompatible systems,” continues Masterson. “In time, these inefficiencies create a ‘drag coefficient’ on revenue growth resulting from inefficient infrastructure costs and suboptimal outputs in regard to contract preparation turnaround times and contract performance measurement and reporting.”

#### **About ALSCG**

Formed in 1994, Alliance Life Sciences Consulting Group employs more than 150 professionals who collectively understand the business challenges of the Life Sciences industry and offer solutions for Sales & Marketing, Managed Care & Government Contracting, Commercial Operations, Information Management and Analytics. ALSCG has experience with seven of the top 10 largest pharmaceutical manufacturers as well as middle market and emerging Life Sciences firms. Contact: 866-581-4850 [www.alscg.com](http://www.alscg.com).