



HIGHPOINT SOLUTIONS UNDERSTANDS YOUR UNIQUE CHALLENGES

At HighPoint Solutions, we know from experience that having consultants who understand your business is often the determining factor in a project's success. From having faced your industry's challenges before—and succeeded—to providing unique and compelling solutions, deep industry expertise is critical. This is why we focus on our strengths in the following industries:

- Life Sciences:** The Life Sciences industry is comprised of pharmaceutical manufacturers, MedTech manufacturers and wholesalers/distributors. These segments share common challenges, as well as their own unique hurdles, which drive the need for consulting solutions. Some key catalysts are increasingly leaner product pipelines, greater restrictions on sales and marketing promotion, increased complexity in the contractual agreements with their business partners, and documentation of improved health outcomes to justify product access and reimbursement.
- Healthcare:** With the abundance of information available to patients, they expect more from their physicians and scrutinize every dollar. We help hospitals, HMOs, and other payers and providers compete in an increasingly cost-driven, customer service centric environment, through our focus on customer strategies and data integration.

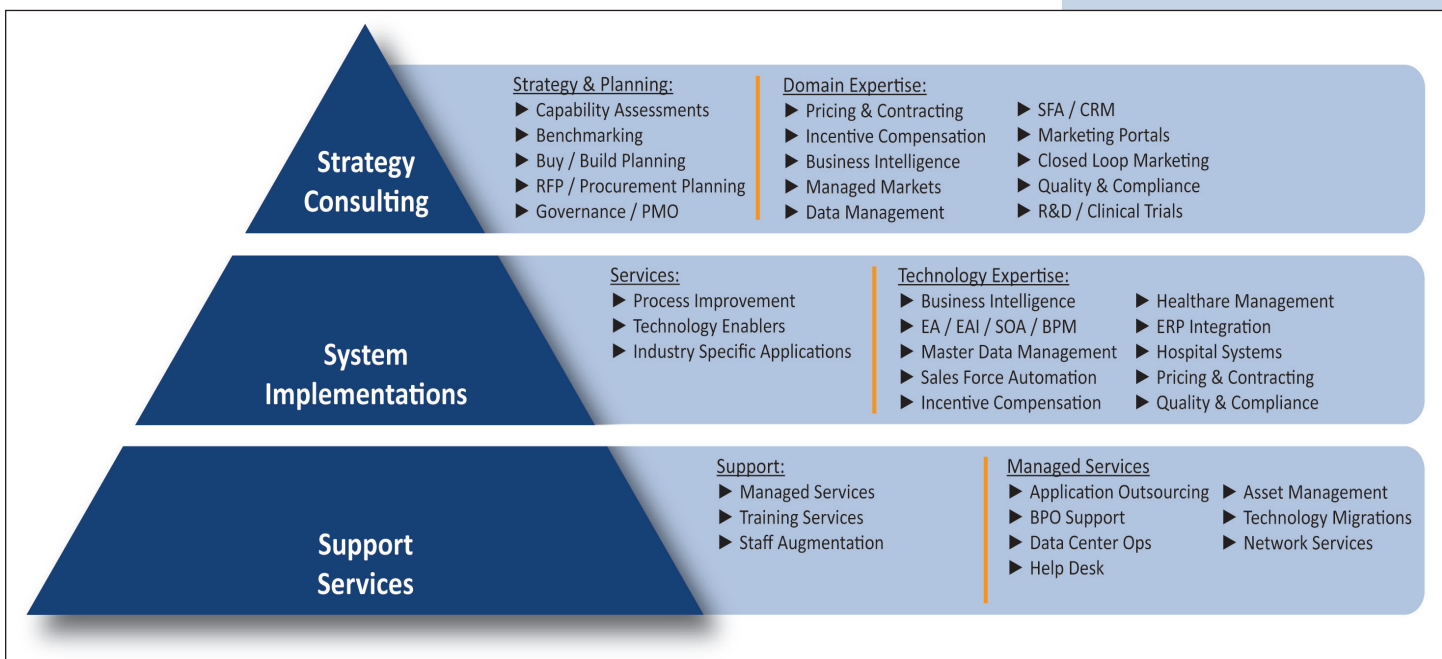
HighPoint has developed tools and methodologies dedicated to these core industries. Our industry specialized solutions identify the key drivers of your organization and develop pragmatic solutions to meet your needs. Combining industry expertise, business strategy, methodology, functionality, and technologies, we leverage best practices derived from past experiences and client successes. HighPoint has proven expertise in the following areas, among others.

Delivery Excellence

- Experience with over 30 Pharmaceutical companies, including seven of the Top 10
- Proven history with hundreds of payer and provider healthcare organizations nationwide

Domain Expertise

- BI, Analytics, Reporting
- DW, ETL, ODS, ADS, MDM, Data
- SFA, CRM, Contract Mgmt
- Incentive Compensation
- Closed Loop Marketing
- Sales and Marketing Operations
- Compliance



Our core services include:

- **Strategy Consulting:** We help clients improve effectiveness across key business functions and processes. By understanding your needs, both short term and strategic, we craft solutions specifically for you—from providing management consulting, to developing business cases, assessing ROI, and planning projects.
- **System Integration:** With a proven track record of system integration and solution implementation, we follow our Fundamentals, SDLC methodology, to build and deploy packaged or custom applications.
- **Professional Services:** We offer flexible staffing models to fit your business and technical needs and budget. We provide on-site or off-site staffing regardless of your company's location. Our support empowers you to staff your projects with extra resources during peak times, and backfill key positions.
- **Managed Support Services:** HighPoint provides proven, high-value managed outsourced services, including help desk, hardware management, managed hosting, production, and application support.

HighPoint's solutions are based on first-hand knowledge and experience with the following companies, among others.

Life Sciences	Healthcare
▶ Abbott	▶ Atlantic Health Sciences Corporation
▶ Allergan	▶ Barnes-Jewish Hospital
▶ Alpharma	▶ BlueCross/BlueShield of LA
▶ Bausch and Lomb	▶ BlueCross/BlueShield of NC
▶ Boehringer Ingelheim	▶ BlueCross/BlueShield of MN
▶ Bristol-Myers Squibb	▶ Cancer Treatment Centers of Americas
▶ Cephalon	▶ CareFirst BlueCross/BlueShield
▶ DuPont	▶ Caremark
▶ Forest Laboratories	▶ Children's Health Systems of Alabama
▶ Fresenius Medical Care	▶ Great-West Healthcare
▶ Johnson & Johnson	▶ HealthPartners
▶ King Pharmaceuticals	▶ The Johns Hopkins Hospital and Health System
▶ Novartis	▶ Omnicare
▶ Ortho-McNeil	▶ Quest Diagnostics
▶ Otsuka	▶ Robert Wood Johnson University Hospital
▶ Par Pharmaceuticals	▶ Sisters of Mercy Health System
▶ Pfizer	▶ Texas Medicaid & Healthcare Partnership
▶ Publicis	▶ University of AK and Med Science
▶ Sanofi-Aventis	
▶ Shire Pharmaceuticals	
▶ Solvay Pharmaceuticals	
▶ Vertex Pharmaceuticals	
▶ Watson Pharmaceuticals	

Contact **HighPoint Solutions** to learn more about our services – call us at **800.238.1230** or visit us online at **www.HighPoint-Solutions.com**.

Knowledge Base

Business Architecture

- MS-Project
- Six Sigma

Information Management

- Informatica, DataStage, DTS/SSI
- Trillium, Ascential
- Erwin, Visio
- Siperian, Initiate, Silver Creek
- SAP, BW, NetWeaver, ABAP, Basis, Middleware
- Oracle, SQL, SQL Anywhere, DB2
- Teradata, Greenplum, Netezza

Sales & Marketing

- Siebel CRM, SAP CRM, Verticals onDemand
- Exploria, Proscapa, Skura
- Incential, Callidus

Pricing & Contracting

- ModelN, Imany
- CPCC, Vistex

Business Intelligence

- Cognos, Business Objects, MicroStrategy
- Siebel Analytics, QlikView, Crystal Reports, SAS

Healthcare Systems

- Epic, McKesson, Meditech, Siemens
- Cerner, Eclypsis, Quadramed

SOA & Collaboration

- Documentum, RedDot, SharePoint
- MetaStorm, Lombardi, Tibco

Portal Technology

- BEA, Java, Oracle, SharePoint, WebSphere
- Dot Net, C, C++, J2EE, DotNetNuke

The systems/application list identified above is not all-inclusive.