

**Drug Company Executives Learn Global Supplier  
Management Techniques & Tips from Cerulean**Cerulean Associates LLC  
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FOR IMMEDIATE RELEASE

May 22, 2008 – Williamsburg, Va. – Top executives and company presidents attended an FDA Expert Briefing given by John Avellanet, Managing Director of Cerulean Associates, on minimizing supply chain risks around the globe. Executives from Kimberly-Clark, Bristol-Myers Squibb, Medtronic, Baxter Healthcare, Pfizer, Wyeth, Johnson & Johnson, Proctor & Gamble, and Siemens listened and asked pointed questions of Mr. Avellanet on Thursday, May 15<sup>th</sup> during a session that ran nearly an hour and a half.

During the presentation portion of the briefing, Mr. Avellanet outlined part of his Lean Compliance approach of cost-effective management of supplier risk. He identified how to select suppliers to minimize patient risk and improve compliance, and then walked attendees through good practices to monitor and control suppliers – including those overseas.

The presentation drew on Mr. Avellanet own experiences managing a global supply chain, as well as the more recent experiences of his clients. A lengthy question and answer session followed. Mr. Avellanet then provided attendees a list of published articles that they could use in conjunction with his presentation to put together their own Lean Compliance supplier selection and qualification processes.

Mr. Avellanet is an internationally recognized expert, consultant and syndicated author on cost-effective compliance. A former CIO for a *Fortune 50* medical device and biotechnology subsidiary, he publishes the monthly executive newsletter [SMARTERCOMPLIANCE™](#), and is the compliance columnist for the international *Journal of Commercial Biotechnology*.

Mr. Avellanet will next be speaking at the international BIO convention in San Diego, California.

**Cerulean Associates LLC** is a small, private compliance consulting company that helps clients achieve cost-effective lean compliance, prevent intellectual property theft and streamline their quality systems. On the web at [www.ceruleanllc.com](http://www.ceruleanllc.com).

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