

Designed a foundational healthcare compliance framework for a global industrial leader following a major healthcare business spin-off.



Consumer and PSD segment leader

Situation

Advised a diversified multinational manufacturer following the divestiture of its healthcare business to establish a standalone healthcare compliance framework. With legacy processes no longer fit for purpose, the organization needed a clear, risk-based approach to healthcare compliance—spanning HCP interactions, transfer-of-value reporting, and foundational compliance governance. The objective was to assess existing policies, systems, and practices, identify gaps against regulatory expectations, and define a phased path forward aligned to the company's post-divestiture operating model.



Our approach

- Conducted a comprehensive current-state assessment of healthcare-related policies, procedures, and practices, including HCP interactions and Sunshine Act reportable transfers of value
- Performed stakeholder interviews and system walkthroughs to understand sales processes, payment tracking, and existing compliance controls
- Evaluated limitations of the current tracking system for healthcare compliance and reporting needs
- Synthesized findings into prioritized observations and recommendations, organized by risk and urgency
- Developed a phased healthcare compliance roadmap outlining priority areas, milestones, dependencies, and timelines, aligned with business readiness and regulatory expectations



Impact and outcomes

- Clear Compliance Baseline Established:** Defined a pragmatic healthcare compliance framework aligned to regulatory expectations post-spin-off
- Risk-Based Prioritization:** Identified and ranked compliance gaps to focus resources on highest-impact areas first
- Actionable Compliance Roadmap:** Delivered a phased plan with defined milestones to guide implementation and execution
- Organizational Alignment:** Achieved stakeholder alignment on priorities, sequencing, and ownership across compliance activities
- Foundation for Sustainable Compliance:** Positioned the organization to evolve its healthcare compliance program as regulatory and business needs mature