

GARY ALAN STEWART

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QUALIFICATIONS

Over 30 years of experience with a unique record of accomplishment in the areas of innovation, strategic planning, domestic and global business development, and operational management.

- **Excellent Strategic Planner** - Proven ability to create new strategies and concepts and convert them into successful state-of-the-art products and services.
- **Superior Analyst** - Ability to evaluate diverse types of information (market, industry, financial), identify key issues and drivers, and develop definitive business solutions; extensive experience with personal computers and business software.
- **Effective Communicator** - Superior writing, presentation, and interpersonal skills developed through numerous business experiences.
- **Results-Oriented Leader** - Successful track record of leading innovative, multi-disciplinary efforts.

EXPERIENCE

November 2006 to Present

STEWART CONSULTING GROUP, INC.

- **Co-Founder**

Columbia, Maryland

Ambulatory Pharmacy clinical and financial improvement strategies for IDN's including retail pharmacy expansion, specialty pharmacy program development, in-house PBM services, 340B program compliance, QA and contract negotiations/management.

- **Affiliate Faculty**

U of MD SCHOOL OF PHARMACY

Manager and Instructor - Introduction to Pharmaceutical Marketing; Business Management; Entrepreneurship

August 2012 to October 2013

SHIELDS PHARMACY SERVICES

- **Chief Development Officer**

Baltimore, Maryland

Start-up Operation: Development of Specialty Pharmacy services for integrated healthcare delivery networks and hospital systems

September 2009 to August 2012

UNIVERSITY OF MARYLAND MEDICAL CENTER

- **Assistant Director of Pharmacy Services**

Baltimore, Maryland

Strategic planning, business development and oversight of ambulatory pharmacy expansion programs including retail, mail order and specialty pharmacy, PBM negotiations, 340B compliance, IT infrastructure, QA and formal P&L responsibility.

August 2005 to November 2006

SNBL CLINICAL PHARMACOLOGY CENTER, INC.

- **Director of Business Development & Client Services**

Baltimore,

Maryland

Start-up Operation: Strategic (domestic and international) business development and comprehensive client service responsibilities for 96-bed Clinical Pharmacology Center and early stage Regulatory Affairs service

- August 2004 to August 2005 GLOBOMAX/ICON
Hanover, Maryland
- **Director of Business Development**
Business development and account management responsibilities for comprehensive pharmaceutical product development services, from pre-clinical through post-approval stages
- October 2002 to August 2004 RECEPTORBASE, Inc.
Baltimore, Maryland
- **Vice President, Business Development**
Start-up Operation: Marketing and sales of life sciences computational research and discovery services focused on the biology of complex receptor targets and signaling networks
- April 1999 to October 2002 STRUCTURAL BIOINFORMATICS, Inc.
San Diego, California
- **Senior Director, Global Business Development**
Start-up Operation: Marketing, sales, and strategic business development responsibilities for specialized structural proteomic database products and services within the pharmaceutical research and development sector; initial responsibilities included direct domestic sales; subsequently assumed responsibilities for global product and services sales, and strategic business development
- April 1998 to April 1999 THE RESPONSE CENTER
Upper Darby, Pennsylvania
- **Vice President**
Re-orientation of an existing custom market research firm focusing on providing services to the pharmaceutical and biotechnology industries
- March 1997 to March 1998 BORON LePORE & ASSOCIATES
Norfolk, Virginia
- **General Manager, Vice President, Marketing & Sales**
Start-up operation: Development of a customer contact center dedicated exclusively to the pharmaceutical and healthcare industries; Responsible for strategic business plan including marketing and sales, operational/facility plan, and technology infrastructure
- June 1994 to February 1997 TELESPECTRUM WORLDWIDE
Annapolis, Maryland
- **Vice President, Healthcare Services Group**
Strategic business development, and marketing and sales of professional teleservices, strategic database programs, training and consulting services to large pharmaceutical companies, insurance providers, managed care organizations, and other healthcare providers --- early, innovative CRM activities including relationship marketing programs
- August 1990 to June 1994 OGDEN BIOSERVICES CORPORATION
Gaithersburg, Maryland
- **Director of Biomedical Services/Commercial Division**
Strategic business development, direct marketing and sales, and management oversight of Commercial Pharmaceutical Repository Services; Management of pharmacy support services for NCI Clinical Drug Repository
- March 1988 to March 1989 PHYSICIANS' PHARMACEUTICAL SERVICES, INC.
Gaithersburg, Maryland
- **Director of Marketing and Sales**
Strategic business development and direct marketing and sales of Pharmacy management and medication services to physician group practices, HMOs, ambulatory care centers, and individual physicians, nationwide

February 1985 to March 1988

OWEN HEALTHCARE, INC.

• **Director of Pharmacy Services**

Maryland General Hospital, Baltimore, Maryland

Development of goals and objectives, personnel management, formulary management, total financial management responsibilities including pricing, budgeting, P&L, and bid purchasing, pharmacy order entry system implementation

August 1982 to February 1985

GREATER SOUTHEAST COMMUNITY HOSPITAL

• **Director of Pharmacy Services**

Washington, District of Columbia

Development of goals and objectives, personnel management, formulary management, financial management including budgeting, cost management, and bid purchasing, IBM PCS order-entry system development and implementation

July 1980 to August 1982

HARPER-GRACE HOSPITALS

• **Assistant Corporate Director of Pharmacy**

Detroit, Michigan

Coordination, standardization, and integration of major programs and systems within a multi-hospital system

EDUCATION

UNIVERSITY OF WISCONSIN (1980)

Madison, Wisconsin

• **Master of Science - Pharmacy Administration/Clinical Residency**

UNIVERSITY OF MARYLAND (1978)

Baltimore, Maryland

• **Bachelor of Science – Pharmacy**

UNIVERSITY OF MARYLAND (1975)

College Park, Maryland

• **Bachelor of Science – Biochemistry**

PUBLICATIONS AND PRESENTATIONS

1986

- Stewart, GA: An Introduction to Biotechnology, *Amer Pharm.* 1986;26(No.12):31-34.

1984

- Stewart, GA: Hospital Pharmacy Talent Shifting Toward Industry?, *AmJHospPharm.* 1984;14:1324-5.
- “Assuming a New Department of Pharmacy: Management Assessments and Expectations”, presented at the 41st ASHP Annual Meeting, Boston, June 1984.

1983

- Primovic JJ, Stewart GA, Turnbull RT: Multi-Hospital System Versus Stand-Alone Hospitals: A Comparison of Pharmacy Services Offered, *Top Hosp Pharm Manage.* 1983;3(Nov);36-47.

1982

- “Multi-Hospital Systems: Implications and Strategies for Hospital Pharmacy Management”, presented at the 39th ASHP Annual Meeting, Baltimore, June 1982.
- Stewart GA, Zieg GW, Turnbull RT: Pharmacy Policy and Procedure for Processing an Order for a Non-approved Use of a Marketed Drug, *Hosp Form.* 1982;16:708-710.

1981

- Stewart GA, Covalski MA, Taylor MS: Management Control of Drug Administration Programs, *Am J Hosp Pharm.* 1981;38:1681-6.

1979

- DHEW,PHS,NCHSR: “The Effect of Education on Drug Utilization”, #1R03 HS 3985-01, March 1979. Co-Investigator.

REFERENCES

- Available on request