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SYMPHONY HEALTH SOLUTIONS APPOINTS DON OTTERBEIN AS CHIEF CLIENT ENGAGEMENT OFFICER

Otterbein expands role to encompass company's client engagement teams and leads development of consultative analytic solutions

CONSHOHOCKEN, Pa., March 18, 2016 — [Symphony Health Solutions](#), a provider of high-value health data, analytics, technology and consulting solutions for life science manufacturers, researchers, payers and providers, has appointed Don Otterbein to the new role of Chief Client Engagement Officer. In this role, Mr. Otterbein will be responsible for the company's commercial facing activities, including the company's sales teams, consulting practice areas (Commercial Effectiveness, Brand Analytics, Managed Markets, and Health Data Services), and marketing communications team.

The appointment comes as the company implements plans to evolve their business model beyond data publishing to a service framework orientation, i.e., data-as-a-service, software-as-a-service, and health-data-platform-as-a-service. Building on a strong, transformative year in 2015, the company will leverage its extensible operations and infrastructure to bring a new level of these "as-a-service" offerings surrounding patient-centered health data and analytics. Otterbein's remit will be to create consistent, consultative engagements with all life sciences clients to ensure the successful implementation of this expanded set of solutions currently being rolled out.

Otterbein joined the company in 2012 as SVP, Marketing and Product Management, and assumed general management responsibility for the Company's consulting practices in 2015. "Don's leadership and execution skills over the past several years have been instrumental in positioning the Company for the dramatic transformation and accelerating growth we have achieved," said Neal Bibeau, Chief Executive Officer for Symphony Health Solutions. "Data in our industry are complex. Don has a deep appreciation for the challenges our clients face, and how the right data, analytics, and consulting solutions can help them achieve success."

Prior to joining Symphony Health, Otterbein held the position of VP, Life Sciences at Cognizant Technology Solutions, where he led their Sales & Marketing Practice in the development of innovative client solutions. Prior to Cognizant, he had a long, diverse career at IMS Health, where from 1994 to 2010 he held a variety of global and regional leadership positions in business line management, product management and development, general management, consulting services, and operations.



Otterbein supports various local charities, including the Great Valley Community Organization and The Foundation at Great Valley, and is a frequent contributor to industry meetings. He holds a B.S. degree from Villanova University.

"This is a very exciting time for Symphony Health Solutions, as we continue to leverage our health data assets, expertise and technology platforms to extend our business model and provide our clients with tangible value," stated Otterbein, Chief Client Engagement Officer, Symphony Health Solutions. "Bringing innovative solutions to the market is a long-held tradition of this company, and I am excited to be part of this next wave of advancement for SHS and the industry as a whole."

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About Symphony Health Solutions

Symphony Health Solutions provides best-in-class data, analytics, technology, and consulting solutions with actionable insights. The company helps clients grow while enabling a transformation of the healthcare ecosystem by connecting and integrating a broad set of primary and secondary sources, health research, analytics and consulting. Symphony delivers a comprehensive perspective on the real dynamics that drive business in the life sciences market. For more information, visit www.symphonyhealth.com.

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