HighPoint Solutions Announces New Contract Lifecycle Management Practice

November 4, 2011- East Norriton, PA. HighPoint Solutions (HighPoint), a premier provider of specialized management and IT services dedicated to the life sciences and healthcare industries, announced the hiring of Michael Cram as the Solution Lead of the Contract Lifecycle Management (CLM) practice. He will be responsible for growing a group that provides solutions to help life sciences and health care companies manage their contracts enterprise-wide and throughout the entire contracting lifecycle.

"There are only a handful of practitioners with enterprise CLM experience across multiple software packages and for multiple contracting realms, including buy-side, sell-side, legal, and intellectual property. Mike is one of them and recognized as a key thought leader in the space," said John Wollman, Executive Vice President at HighPoint. "We are investing in the growth of our already formidable CLM practice by adding Mike and his unparalleled knowledge and talents."

Mr. Cram brings an extensive background in enterprise contract management, change management, business process reengineering, and information technology to HighPoint's clients. Most recently, he was Practice Leader of CLM Solutions at another consulting firm, where he grew a sizable practice, providing technical guidance and subject matter expertise for a multitude of pharmaceutical and healthcare companies. Michael also spent four years at iMany, where he was the first consultant to implement iMany Contract Manager. He is an industry-recognized expert who has implemented several commercial packages (Emptoris, Nextance, Selectica, iMany, etc.) and has been a featured speaker at the iMany, Emptoris, and Upside Software client conferences and for the International Association for Contract and Commercial Management.

About HighPoint Solutions

HighPoint Solutions solves the toughest challenges facing companies in the highly regulated life sciences and healthcare industries by providing clients with practical IT strategies and solution implementations and giving them direct access to the people and technology that get things done. Since 2000, HighPoint's team of consultants has provided business consulting and technology solutions that continue to deliver business value and competitive advantage to more than 140 clients nationwide.

HighPoint Solutions is headquartered in Plymouth Meeting, PA with additional offices in New York, New Jersey, Boston, Chicago, and California. For more information, visit www.highpoint-solutions.com.