



EAGLE HILL
unconventional consulting

Our FDA Story

FEBRUARY 2018

WWW.EAGLEHILLCONSULTING.COM



Who is **Eagle Hill** Consulting?



What is our **FDA story**?



How can our **success factors** benefit you?



Who are we?

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Who is Eagle Hill Consulting?

Great People



More than 3/4 of our people have worked for top tier consulting firms



Rigorous *TopGrading* process to recruit high-quality talent



Strong Core Values

- ✓ Collaboration
- ✓ Impact
- ✓ Family
- ✓ Fun

Solid Track Record



14+ YEARS

Delivering quality client results



80+ CLIENTS

Federal, nonprofit and commercial



74% GROWTH

Average annual rate for revenue since 2010

100%

of our clients report that they would "definitely work with [Eagle Hill] again."

Multi-Disciplinary Expertise

Organizational Design

Human Capital

Change Management



Strategic Planning

Process Improvement

Program Management

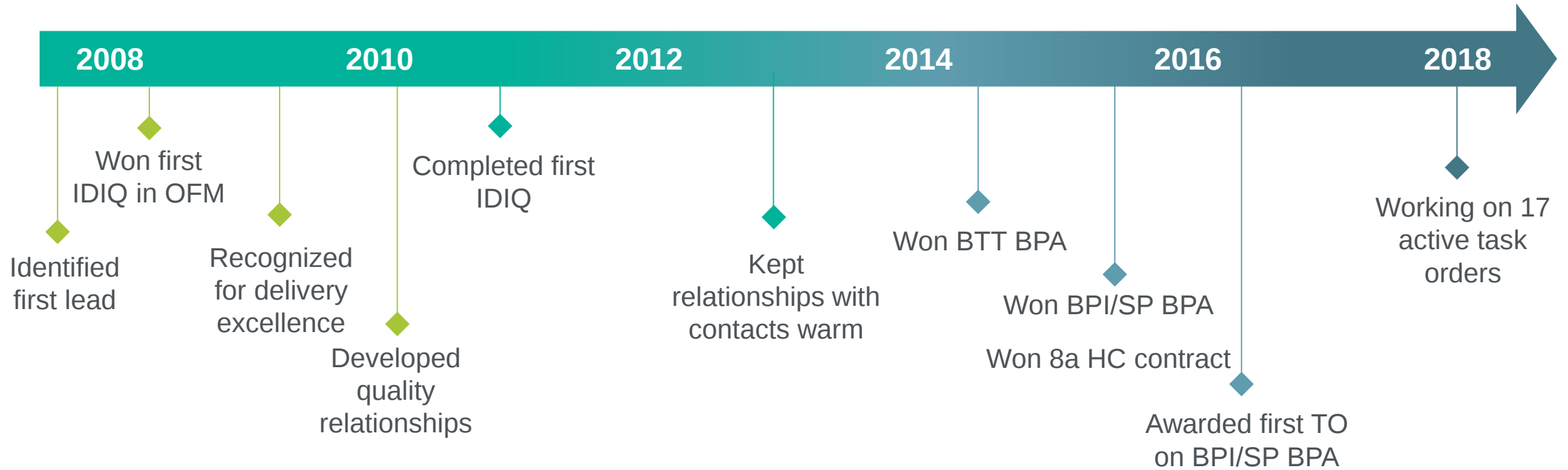
OUR AWARDS



- *Forbes*' "America's Best Management Consulting Firms" (2017, 2016)
- *Vault*'s "Best Consulting Firms for Innovation"; #6 (2017), #2 (2016)
- *Vault*'s #2 "Best Boutique Consulting Firms" (2017)
- *ALM Intelligence* "Best in Category Provider for Employee Experience (EX) Consulting" (2017)
- *Consulting Magazine*'s "Fastest Growing Firms"; #6 (2016), #8 (2015)
- *Washingtonian Magazine* "Great Places to Work" (2007-2015)



What is our FDA Story?



What do you think is your single, most important aspect of being successful at FDA?

Success Factor #1





Success Factor #1: Know what you do well and how it can help FDA.



DEFINE



DIFFERENTIATE



ALIGN

ORG DESIGN

STRATEGIC
PLANNING

HUMAN CAPITAL

PROCESS
IMPROVEMENT

CHANGE
MANAGEMENT

PROGRAM
MANAGEMENT



The Annual Performance Review

Old-school or Timeless Tool?

A corporate trend away from annual performance reviews has been making headlines lately, leaving business leaders second-guessing their companies' performance management programs. While those who've eliminated them claim that formal performance reviews are too costly, overly time-consuming, and a hindrance to productivity, we at Eagle Hill believe there's more to this decision than just the company's bottom line. Informed by our nationwide survey on employees' views of the annual performance review, we share our findings.



FDA must make medical device complaints transparent

by Terry Turner | Feb 8, 2018 12:01 AM



How often do we depend on customer reviews, when shopping for a restaurant, or making movie plans? We don't even think about medical devices, it isn't so easy to check the reviews. And on reviews for medical devices out there.



FDA News Release

FDA, USDA announce formal agreement to bolster coordination and collaboration

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For Immediate Release January 30, 2018

Release

U.S. Agriculture Secretary Sonny Perdue and FDA Commissioner Scott Gottlieb, M.D., announced at the White House today a formal agreement aimed at making the oversight of food more efficient and effective by bolstering coordination between the two agencies. The formal agreement outlines efforts to increase interagency collaboration, efficiency and effectiveness on produce safety and biotechnology activities, while providing clarity to manufacturers.

"Today, Commissioner Gottlieb and I signed a formal agreement to promote coordination and the streamlining of capacities and obligations on shared concerns and jurisdiction," said Secretary Perdue. "Congress passed the Food Safety Modernization Act and assigned responsibilities to the USDA and the FDA. The agreement will ensure that both agencies are working together to protect the public's health."

Success Factor #2





Success Factor #2: Knock it out of the park and communicate your impact.



DEFINE SUCCESS

Meet with your client early to define success and check in regularly.



DELIVER OUTCOMES

Go beyond delivering tasks and activities; deliver outcomes.



ARTICULATE IMPACT

Communicate how you left them better than you found them.

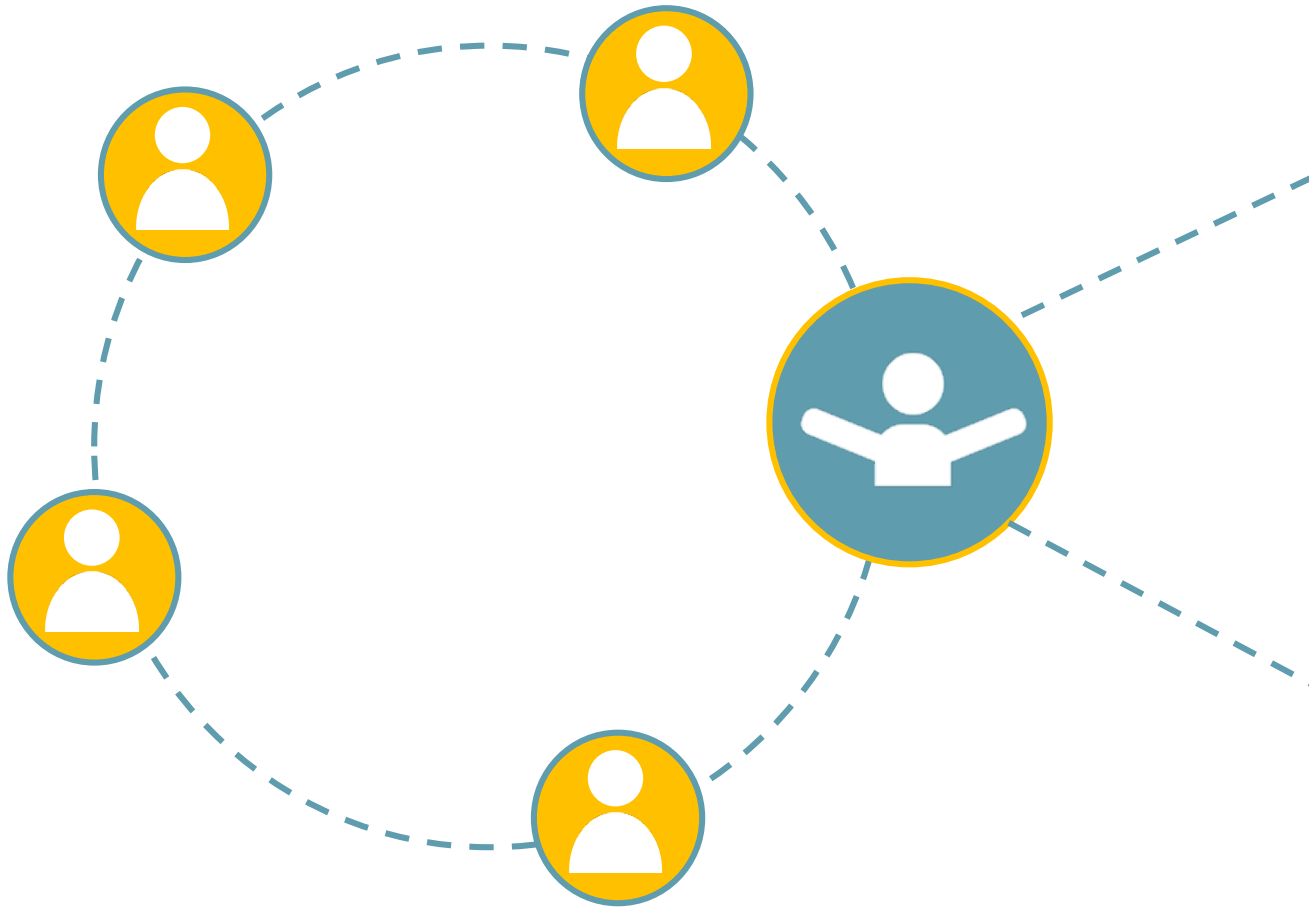
Success Factor #3



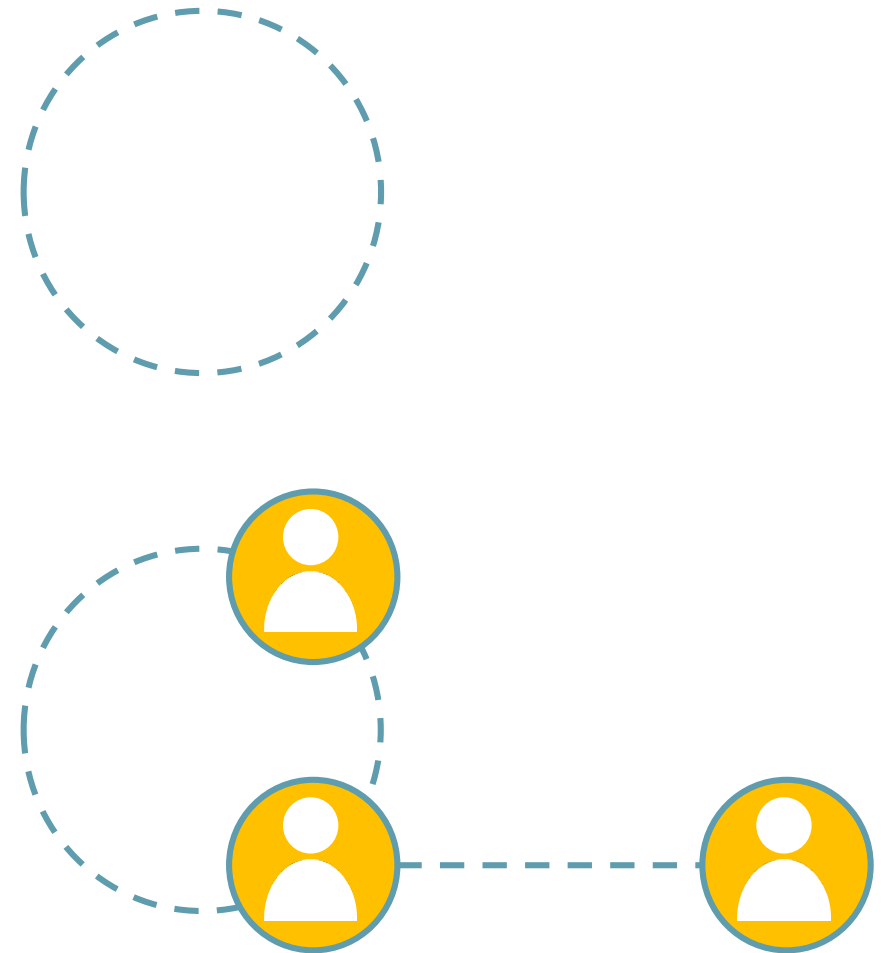


Success Factor #3: Relationships rule.

OPERATE AS A TEAM



MAINTAIN RELATIONSHIPS



Q&A

