



## **D2 Consulting Expands Commercial Solutions Team with Addition of Industry Veteran Robert Glasgow**

January 26, 2017 – St. Charles, MO – D2 Consulting, a leading life sciences consulting firm offering both strategic and tactical commercialization services to pharmaceutical, biotechnology and medical device manufacturers, today announced that Robert Glasgow has joined the Company as a Senior Consultant. Mr. Glasgow brings more than 30 years of experience in new product launches, patient access, specialty pharmacy, distribution and managed care. For the past 10 years, Mr. Glasgow’s primary focus has been strategic planning and execution of commercial drug launches, particularly for specialty pharmaceuticals.

“Bob is a recognized industry leader and has successfully advised nearly 150 pharmaceutical companies during this impressive tenure,” said Dean Erhardt, president and chief executive officer of D2. “Bob brings a unique understanding of today’s pharmaceutical market that is rare and extremely valuable as we work with our clients to fully commercialize their products and improve operations.”

Most recently, Mr. Glasgow served as a senior vice president for AmerisourceBergen Corporation, where he was part of the business unit focused on specialty drugs. During this engagement, he drove innovation efforts leading to a new “fee of service” model that was responsible for generating more than \$150 million in profit for the company.

Prior to AmerisourceBergen, Mr. Glasgow spent more than a decade with FoxMeyer, now part of McKesson, and was previously the chief operating officer of a physician office software and medical claims business.

Earlier in his career, Mr. Glasgow served as a CPA for PricewaterhouseCoopers. He eventually moved into management consulting with the Thomas Group, where he advised a variety of Fortune 500 companies. Mr. Glasgow completed his undergraduate work at Penn State University and earned an MBA from the University of Pittsburgh.

### **About D2 Consulting**

Established in 2008, D2 Consulting (D2) is recognized as the industry’s leading provider of commercialization services to the life sciences industry. D2 assists emerging and established pharmaceutical, biopharmaceutical and medical device manufacturers to develop and execute strategic business initiatives, ensuring successful launch, distribution and reimbursement to support an ongoing leadership position in the marketplace.

D2’s reach includes the U.S., Canada, Puerto Rico and more than 20 European markets. With more

than 300 successful product launches, the Company offers strategic and tactical support services from a core team of advisors with more than 500 years of combined industry experience in more than 50 therapeutic areas. For more information on D2, please visit [www.D2rx.com](http://www.D2rx.com).

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