

# 2016 Synergistix Users Conference **INNOVATION** THROUGH COLLABORATION



## **Daryl Gaugler**

Daryl was formally the President of North American Commercial Solutions at Quintiles with service offerings including investment based commercial partnerships, fee-based outsourcing and Health Management Solutions. He has 25 Years of Pharmaceutical Experience, with an emphasized expertise in Executive Management, Business Development, Sales and Operations.

Previously, he established the NovaQuest Commercial Unit within the Quintiles Partnering group as the premier provider of commercial co-promotion partnerships with \$2 Billion dollars of capital under management.

As a founding member of the US based outsourcing unit Innovex, Daryl has built over 425 field sales teams which includes establishing 23 new commercial companies and launching 80 new products. He led innovations in the outsourcing arena including establishing the first full-time outsourced team, the first fully outsourced launch, the first specialty full-time team, the first risk-based initiative, and the first web-based sales force automation tool.

Daryl prides himself on bringing commercially integrated solutions to the healthcare community. He is a trusted partner in ensuring solutions are innovated and delivered with the utmost in partner satisfaction.

Daryl sits on the HBA Advisory Board as well as Villanova and LaSalle Pharmaceutical Marketing Advisory Boards.