

## **Thomas Krohn, RPh, MBA**

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Senior medical business and transformation leader with proven success in patient-focused innovation from global pharma, to digital startup to international development organization. A people-first, strategic leader recognized for organizational development and delivery success across a diverse set of roles from GM/CFO to digital strategy to innovation portfolio management and valuation, and pharmacy management. Particularly passionate about improving patient outcomes at the intersection of science, information and point-of-care. Constant learner including keeping an active pharmacy license for clinical insights while understanding the ever changing healthcare ecosystem.

### EMPLOYMENT HISTORY

#### Chief Development Officer

[Antidote Technologies](#), LTD (London, UK)

January 2015 – Present, Carmel, IN

Executive management roles including commercial, operational execution, product development and strategic growth. Met and exceeded growth targets leading to continued investment and company growth. Developed staff and operations to meet high growth (~250% revenue growth in 2021) while leading our consultative sales approach to our enterprise pharma, biotech and CRO clients. Regular interaction with all levels of client leadership from CEO to head of clinical development to study operations teams and supporting innovation teams. A focus on client tangible value and ROI leading to deep relationships, expanding opportunities and growth.

#### Director - Clinical Open Innovation

[Eli Lilly and Company](#)

March 2011 – January 2015 (3 years 11 months), Indianapolis, IN

Established and led a unique and industry leading Open Innovation team to transform how Lilly engaged externally, particularly with patients. Key leadership responsibilities included strategy development, business plan and value modeling and delivery, organizational and staff development, external engagement and account management, and innovation identification and validation. Champion and co-lead of patient-centric for Lilly's enterprise-level Next Generation Development program [contributing to one year](#) of acceleration of Lilly portfolio – visible and measured by the C-suite and company Board of Directors. Successfully piloted and spun out one component of innovation portfolio to Antidote, the intellectual property to automate patient matching to clinical trials based on C-CDA (Blue Button) medical records. Member of Harvard led [SMART Platform Advisory Committee](#) for EHR interoperability based on RESTful APIs and standard endpoints including SMART on FHIR.

## Director - Clinical Development

*Eli Lilly and Company*

February 2008 – February 2011 (3 years 1 month), Indianapolis, IN

Business development and operations lead for a large co-development transformative initiative for advanced clinical trial design capabilities and data-driven predictive analytics of trial operational outcomes. Leadership responsibilities included value modeling, communicating value opportunity, gaining executive sponsorship, securing partnered co-investment (\$50M), building team and processes/environment for innovative culture, leading program management, and third party contract engagements. Real-world data (RWD) analysis in innovative CAD/CAM model for decision support in trial design. Program successfully implemented and adopted across Lilly portfolio. Significant improvements in planning decisions (molecule NPV) and improved execution (startup and CT materials planning). Advanced Linked Open Data (LOD) and Linked Enterprise Data (LED) model established. Intellectual property eventually sold to the strategic partner with 10-year SaaS agreement for Lilly.

## Mgr - IT Strategy, Architecture & Portfolio

*Eli Lilly and Company*

April 2004 – February 2008 (3 years 11 months), Indianapolis, IN

Led team of architects for Global Medical and Regulatory organization defining future state architectures and innovation portfolio. Co-Lead of Six Sigma global IT project for IT investment and valuations model. Integrated innovation methodology for accelerated innovation adoption. Business-focused IT leader of key strategic initiative in statistics organization, with oversight of other major programs (eDC/DM, Site Portal, Trial Disclosure) leading to modernization of core IT platform of clinical development organization. Role included external partnership development and management of major IT partners including SAS, PhaseForward (Oracle) and Microsoft.

## Intercontinental IT Clinical Liaison

*Eli Lilly and Company*

June 2002 – April 2004 (1 year 11 months), Indianapolis, IN

Lead IT account manager for Intercontinental Clinical IT. Areas supported included Asia Pacific, Australia, Eastern Europe, Canada and Latin/South America. Developed global coordination team and affiliate application re-use model for global sharing and replication of local innovation. Developed web-based affiliate (phase IV) trial planning capability leading to \$15M/annual of study redundancy cost savings.

## Staff Pharmacist and Pharmacy IS Consultant

*Seton Healthcare Network*

November 1999 – May 2002 (2 years 7 months) Austin, Texas Area

Hospital staff pharmacist and pharmacy information systems consultant for multi-hospital healthcare network, both inpatient and outpatient services. Consulted and led strategy for Pharmacy IS system improvements including system integrations and formulary management for lower carrying cost of inventory. Built and rolled out formulary management and online stock-out system for use across

the Seton network leading to improved P&T communication of dynamic formulary and stock management.

## General Manager

*SALFA Madagascar*

June 1989 – June 1999 (10 years 1 month) Antananarivo, Madagascar

10 years of experience with SALFA in a variety of roles including founder of local pharmaceutical production, head of information systems, CFO, then General Manager. Led the expansion and growth of SALFA from a small set of hospitals to the largest healthcare provider in Madagascar. Highlights of work included developing and empowering Malagasy colleagues, establishing local pharmaceutical production, designing and installing the first email system in Madagascar other than the US Embassy, and working myself out of a job while creating a sustainable healthcare system.

## Independent Relief Pharmacist

July 1988 – June 1989 (11 months), North Dakota

Served in 30 different pharmacies and hospitals across North Dakota, often as the pharmacist-in-charge with full responsibility of pharmacy work during the relief time.

## EDUCATION & QUALIFICATIONS

### The University of Texas at Austin - McCombs School of Business

*MBA, Business - Information Management*

2002

*Activities and Societies:* Consulting Organization, Information Management Organization, Golfing Crew.

Summer Internship with Pfizer in Business Technology with a project in R&D knowledge management.

### North Dakota State University

*BS Pharmacy, Pharmacy*

1988

*Activities and Societies:* Rho Chi Honor Society, NDSU Concert Choir, NDSU Madrigals

## LICENSES & LANGUAGES & AWARDS

*Pharmacy License:* North Dakota, License #4293

*Languages:* English (native), French (professional proficiency), Malagasy (conversational)

*Awards:* Chevalier de l'Ordre National from the Democratic Republic of Madagascar in June 1999