

Compliance Today – September 2018 Don't get caught using industry blinders

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Please feel free to contact me anytime to share your thoughts.

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“We’d really like to order our photocopier paper from you, but you don’t have any healthcare customers. We need someone who knows how to provide copier paper for hospitals, because we’re unique.”

Having spent many years as an independent investigator and consultant/advisor, I can’t even count the number of times I heard people argue the need for industry-specific expertise when searching for outside help — sometimes legitimately, often not. Sometimes I benefited from this bias, other times I didn’t.

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