



Alinion™ Partner Spotlight

Focus Environmental

Knoxville, Tennessee www.focusenv.com

Focus Environmental, Inc., established in 1988, specializes in providing **process engineering**, and **regulatory compliance services** in the areas of hazardous waste thermal treatment, air permitting, air pollution control, contaminated soil remediation and hazardous waste management. In addition, Focus provides **regulatory, compliance and engineering services** to the **FDA** regulated industries.

Focus has successfully completed over 1000 projects for over 400 clients in the United States, Australia, Canada, Europe, the Middle East and Puerto Rico. Their staff is primarily composed of individuals with degrees in chemical, civil, environmental, and mechanical engineering along with professional degrees in the fields of biology, chemistry, and environmental science. Many have advanced degrees and over half have professional registrations (Professional Engineer or Engineer-in-Training). “We average over 20 years per employee of engineering experience and almost all staff members have practical experience in chemical or industrial plant operations,” says David Pitts, a Focus Partner.

Alinion Sentinel and Focus Environmental — Integrated Compliance Solutions



Focus Compliance & Validation Services

Focus and Alinion are working together to provide integrated service solutions to industries facing either FDA or environmental management regulatory requirements. David Pitts, a Focus partner, says his firm will be able to enter new markets because of their relationship with Alinion. “Alinion Sentinel™ offers us the ability to provide packaged, but client-customized solutions that fully leverage our internal domain expertise,” Pitts says. “We can go into a prospective client and demonstrate how we can implement a program for them quickly and efficiently while offering them best practice solutions based on the expertise of our team.” Pitts says that because of Focus’ relationship with Alinion, the firm is now targeting manufacturing organizations that need to overcome the cost and operating burdens from meeting environmental regulatory mandates such as Title V, SARA and managing Material Safety Data Sheets. In addition, Pitts says Focus can also leverage its ISO expertise directly into on-going management solutions for ISO 9001 and 14001, which address manufacturing and environmental management standards.

Pitts says that many companies are struggling with trying to manage the vast amount of regulatory issues that affect their day-to-day business operations. “Companies truly want to comply with all of their regulatory requirements, but their existing paper-based systems are costly and difficult to maintain and sustain. We are also finding that many companies, who have already purchased solutions aimed at solving a very specific aspect of compliance, still have difficulty in meeting requirements. When they try to extend the use of the system to other issues, they find serious limitations in doing so.”



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With Alinion Sentinel, Pitts said, organizations can better manage a wide range of compliance issues from a single platform. “Most companies do not have one requirement; they have multiple requirements. With Sentinel, we can now offer an integrated and comprehensive solution for improving how organizations manage compliance with regulatory requirements and standards, frequently for the price of less than a full-time employee.”

Pitts says that Alinion Sentinel makes it easy for a consulting organization to offer services to existing and new clients. “Sentinel is a management framework that has been designed specifically to enable us to fully represent our intellectual property to clients. When we bring Sentinel to a client, it showcases our best practices and methods for managing and monitoring compliance. With Sentinel, not only do clients get our best thinking, but they get the industry’s most comprehensive and best solution for managing processes and documents on a daily basis.”



Environmental Compliance And Quality Management

- ❏ ISO 9001 & 14001
- ❏ Title V
- ❏ MSDS
- ❏ Sara
- ❏ Quality Assurance
- ❏ NPDES
- ❏ RCRA



FDA Compliance and Life Science Operations

- ❏ GxP Management
- ❏ Quality Assurance
- ❏ Operations
- ❏ Validation
- ❏ Training
- ❏ Regulatory Compliance

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