

Curriculum Vitae

Arturo M. Terres Speziale.
MD Clinical Pathology
aterres@qualitat.cc

BIRTH

Mexico City February 20, 1953

MARRIED TO

Lidia T. Casas PH.D (Biotechnology)

DAUGHTER

Ximena Terres Casas (1981)

SON

Bernardo Terres Casas (1988)

LANGUAGES

*Spanish: 100 %
English: 100 % Bilingual and Bicultural
Italian: 80 % Understand, Read and Speak*

GENERAL DESCRIPTION

Dr. Arturo Terres was born in Mexico City 1953, I am a Mexican Clinical Pathologist, bilingual and bicultural; I have been on medical practice since 1976. I have been recognized for achievements on the private, social and public sectors, including successful developments in the several fields mainly on science and quality assurance, and also for my participation and interest on the implementation of advanced technologies on developing countries in collaboration with several international organizations.

I believe on strong leadership and teamwork, for this reason I have collaborated with several Mexican societies of physicians, pathologists and chemists which has permitted me not only to establish strong relations wit national leaders but also with European, North American, and Latin-American organizations including:

- WASPaLM
- IFCC
- NCCLS
- PAHO
- CAP
- COLABIOCLI
- ALAPAC

In consequence, I have a very clear and deep understanding of Latin American needs and resources in order to deal with the challenges of globalization on the new millennium.

During my career I have always considered important to acquire knowledge and abilities not only on the medical field but also on administration, marketing, informatics, quality, etc. in order to be prepared to develop markets in collaboration with directive and commercial teams. In consequence I have a strong understanding on Market Analysis, Financial Analysis, Product Positioning, Competition Survey, Sales Force Training, Prices Analysis, Marketing Strategies, and very specially on the Design of Scientific and Promotional Material including software development, for Participation and Presentation as Speaker on Conferences and Medical Meetings

This background has proven to be very effective not only directing Clinical Laboratories and Blood Banks, but also I have provided consultation to several firms including Johnson & Johnson, Ortho Medical, BioRad, Tesi Informatics (Italy), Neolac, Abbott, Dade Behring among others.

**PROFESSIONAL
EXPERIENCE
&
ACHIEVEMENTS**

1981-1994

The American British Cowdray Hospital, Mexico City. Medical Director of Clinical Labs & Blood Bank.

Achievements: Developed "state of the art" laboratories with the collaboration and affiliation with Baylor University Medical Center of Dallas Texas. USA. This was [the first fully automated lab in the country including LIS availability](#) Positioned this facility as top of choice in Mexico, improving net income, number of patients attended, tests performed and profit on a steady growth for thirteen years, representing a total growth of more than 500%, during challenging years. Dealing with severe political and economical crisis throughout Mexico.

1995-2001

CARPERMOR. INTERNATIONAL REFERENCE LABORATORIES Mexico City.

Achievements: Developed "state of the art" laboratories in order to provide special testing to the entire Nation and overseas, in collaboration with Smith Kline Beecham and Specialty Labs. Positioned this lab as "The Reference Lab" of Mexico. Serving 1,000 labs throughout Mexico attending after 6 years of dedicated efforts an average of 2,500 patients per day, representing more than 50,000 tests results every 24 hours of routine and specialized testing improving net income, number of patients attended, tests performed and profit on a steady growth for six years, representing an average growth of almost 100%. Per year. Prior to the departure we involved CARPERMOR on International Clinical Trials after National Accreditation through EMA and International Certification ISO-9000-1994 In order to promote the lab and to serve customers, personally designed and developed www.carpermor.com web page

1995-2003

AID: ASESORIA, INVESTIGACION Y DESARROLLO Research, Development & Marketing Clinical Pathology & Blood Bank

Achievements: I was the first Clinical Pathologist providing full time consultation for the industry in Mexico. For years I developed several projects serving various companies on Reengineering, Quality Assurance, Strategic Planning, Market Analysis, Financial Analysis, Product Positioning, Competition Survey, Sales Force Training, Prices Analysis, Marketing Strategies, and very especially on the Design of Scientific and Promotional Material for Participation and Presentation as Speaker on Conferences and Medical Meetings. Including Johnson & Johnson, Ortho Medical, BioRad, Tesi Informatics (Italy), Neolac, Abbott, Dade Behring among others. In order to reinforce their presence and sales on private, social and public sectors. We are also developing Quality Control software and systems for clinical laboratories including Internal Quality Control and Proficiency Testing.

2003- 2005

Laboratorio Medico Polanco. Medical Director

Achievements: We are developed and positioned a “state of the art” laboratories through the reengineering a 27 year old institution. In only three years we expanded the number of patients from < 600 / day to > 1,800 per day at 24 facilities including Lab Testing, Imagenology, CAT, Magnetic Resonance, Colposcopy, Endoscopy, ECG, etc. This institution is becoming a top of choice in Mexico, improving net income, number of patients attended, tests performed and profit on a steady growth for five years, representing a total growth of more than 100% per year, expecting to achieve ISO-9001:2000 certification on year 2007

2006-2016

JAR QUALITY SA DE CV.

www.qualitat.cc

www.alapacml.net

Achievements: Since 2006 I have been working full time on my own organization which has been accredited on ISO13485:2010 the ENTIDAD MEXICANA DE ACREDITACION.AC. Our Mission is to collaborate with Clinical Laboratory Professionals reliably; detecting and exploiting improvement opportunities, providing a comprehensive system including planning, organization, development and control through training Programs, counseling and assistance using the advanced technology with effectiveness in order to be capable to continually improve the quality and opportunity in decision-making, to ensure that participants report reliable results that minimize risks and costs for the benefit of their patients and customers including also PROMECAL QUALITY IMPROVEMENT PROGRAM.BIOETHICS AND MEDICAL RELEVANCE FOR CLINICAL LABORATORIES IN LATIN AMERICA ALAPAC / ML has compromissed to collaborate with quality improvement in Latin American Clinical Laboratories. Accordingly, we developed PROMECAL, a gratuitous and voluntary program for all laboratories willing to participate solving the inherent problem of unaffordable costs of Accreditation and Certification Programs. The central feature of this program is that it provides sustention to be treated on the basis of a principle of suitability and competition, in order to be carried out exclusively among peer connoisseurs, between authentic Clinical Laboratory Professionals. PROMECAL arises on the principles of bioethics and medical relevance with extensive knowledge and experience on Clinical Laboratory Science, providing two basic tools.

2013.001 GUIDELINE: Latin American Guide for Clinical Laboratory Quality: Bioethics and Medical Relevance.

2013.001 CHECKLIST: Audit For Analysis Of Clinical Laboratories, Bioethics, Quality, and Medical Relevance.

	<p>SCOPE AND PURPOSE</p> <p>The Latin American Guideline for Clinical Laboratory: Bioethics, Quality and Medical Relevance has great importance since it summarizes the specifications that must be met for the organization and operation of the Medical Laboratories under PROMECAL. The Guide was developed based on five basic references, five premises, and an accurate glossary.</p> <p>PREMISES</p> <ol style="list-style-type: none">1. MEDICAL RELEVANCE2. FITNESS3. DICHOTOMY4. AUDIT5. RECOGNITION <p>.</p> <p>PROMECAL has this internet support on www.alapacml.net where you will find several freely available tools including:</p> <ol style="list-style-type: none">1. AUDIT: STRUCTURE, PROCESS AND PERFORMANCE2. MEDICAL RELEVANCE EXERCISES3. DIPLOMA ON BIOETHICS, QUALITY AND MEDICAL RELEVANCE4. IMPROVEMENT PLAN <p>.</p> <p>.</p>
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EDUCATION

Medicine (MD)

Faculty of Medicine
National Autonomous University of Mexico
UNAM, January 23 , 1977
Average 98
Registro SSA 66091, Cédula Profesional 519134

Clinical Pathology

National Autonomous University of Mexico, July 31, 1981
Mexican Board of Clinical Pathology, Reg 234 ATS
Mexican Institute of Social Security, National Medical Center, February 28, 1982

Certifications in USA

Educational Commission for Foreign Medical Graduates, July 21 1976
TOEFL July 21, 1976
National Board of Medical Graduates, October 1981

CONTINUING MEDICAL EDUCATION

- 1981: Septicemia & Antibiotic Resistance Max Finland Institute, Boston City Hospital. Boston Mass.
- 1983: Mexican Association of Hospitals. Administration and Leadership on Healthcare Organizations.
- 1982 Quality Control for Clinical Labs. Mayo Clinic
- 1985: Joint Commission for the Accreditation of Health Dallas TX. Management Organizations. Quality Assurance.
- 1985-1986: International Federation of Clinical Chemistry. Quality Control on Clinical Laboratories.
- 1987: Baylor University Medical Center. Informatics and Healthcare.
- 1997: MBA Technology Training . Administration, Finances, Leadership, Marketing and Strategic Planning.
- 2000: Instituto Tecnológico de Monterrey. Reengineering and Continuous Quality Improvement.

Publications	<p><i>AUTHOR</i></p> <p><u>Patología Clínica: Ciencia y Tecnología</u> Editorial Obsidiana, Diagnóstica Merck México, 1993.</p> <p><u>Clínica y Laboratorio: Ciencia y Tecnología</u> Editorial Medigraphic, 2002. www.medigraphic.com.mx</p> <p><i>CHAPTERS IN BOOKS</i></p> <p><u>Tratado de Medicina Interna.</u> Capítulo XXI: El Laboratorio de Patología Clínica Misael Uribe, Editor. Editorial Interamericana. México, 1988</p> <p><u>Continuous Quality Improvement in Clinical Laboratories</u> International Federation of Clinical Chemistry Confederación Latinoamericana de Bioquímica Clínica, 1994</p> <p><i>MEDICAL JOURNALS</i></p> <p><u>More than 120 articles published .</u> Topics : Continuous Quality Improvement in Clinical Laboratories, Clinical Research in Laboratory Medicine, Informatics and Instrumentation. List available upon request</p>
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AWARDS

- 1987 **Latin American Radio Award**
Program: AIDS; Myth and Realities
Radio UNAM, México
- 1988 **Biographic Resume**
"Who's Who in Mexico" 12th Ed
Worldwide Reference Publications Washington DC. USA
- 1991 **National Award of Clinical Pathology**
"Dr.Luis Rodriguez Villa"
Characterization of a Formula for Urinary Osmolality
Mexican Board of Clinical Pathology
Sponsored by Merck , Mexico & Germany.
- 1992 **Quality Control in Clinical Chemistry Award**
Lakeside Diagnostics. Mexico
- 1994 **National Award of Clinical Pathology**
"Dr.Luis Rodriguez Villa"
Atherosclerosis Markers During Oral Tolerance Glucose Test
Mexican Board of Clinical Pathology
Sponsored by Merck , Mexico & Germany.
- 1995 **Biographic Resume**
"Who's Who in the World" 12th Ed
The Marquis Publication Board. NJ. USA
- 1997 **National Award of Clinical Pathology**
"Dr.Luis Rodriguez Villa"
Molecular detection of VPH on Mexican Population
Mexican Board of Clinical Pathology
Sponsored by Merck , Mexico & Germany.
- 1997 **Biographic Resume**
"Who's Who in Science and Engineering"
The Marquis Publication Board. NJ. USA
- 1998 **Biographic Resume**
"Who's Who in the Medicine and Healthcare " 2nd Edition
1999/2000
The Marquis Publication Board. NJ. USA

MEMBERSHIPS	
1981	President 1987 - 1988 Mexican Society of Clinical Pathology AMPC
1982	Member The American British Cowdray Hospital Medical Association Mexico City
1990	Founder Mexican Group of Clinical Laboratory Professionals AMPLAC Mexico.
1991	Member & Advisor of the Board Mexican Board of Clinical Pathology
1991	Member National Committee for Clinical Laboratory Standards. Villanova Pa, USA
1993	Member American Association for the Advancement of Science Washington DC, USA
1994	Member Mexican Society for Health Attention SOMECASA, Mexico DF.
1994	Member Mexican Society of Clinical Biochemistry AMBC México DF
1996	Member The New York Academy of Science
1997	Advisor National Committee for Clinical Laboratory Standards. Villanova Pa, USA
2005	Representation WASPaLM at PAHO

EDITORIAL	<p>1983-2016 <u>Co-Editor</u> Journal: Revista Latinoamericana de Patología Clínica Index : LILACS Indice Latinoamericano de Ciencias de la Salud BIBLIOMEX-SALUD México</p> <p>1984 –1989 <u>Editorial Committee</u> Journal: “Anales Médicos del Hospital ABC” Index: LILACS Indice Latinoamericano de Ciencias de la Salud & BIBLIOMEX-SALUD México</p> <p>1989 - 1992 <u>Editor in Chief</u> Journal “Anales Médicos del Hospital ABC” Index: LILACS Indice Latinoamericano de Ciencias de la Salud & BIBLIOMEX-SALUD.</p> <p>1994 <u>Editorial Committee</u> Journal: “Calidad en la Atención a la Salud” SOMECASA. México DF.</p>
CLINICAL TRIALS	<p>Has provided services for several CRO’s as Medical Director of Clinical Laboratories.</p> <p>1988 - 1994 <u>Head of Laboratories Division</u> The American British Cowdray Hospital Mexico City</p> <p>1995- 2001 <u>Laboratory Medical Director</u> CARPERMOR International Reference Laboratory</p>
HOBBIES	<p>Family. Traveling. Tennis Aerobic Sports Triathlon. Rafting. Has run 10 full 26 miles marathons including, NYC, LA, Dallas. PR 3.39 (NY, 1989)</p> <p>Music. Jazz Play several instruments including piano and guitar.</p>