

Global Supply Chain Process Design

Founded in 2010, the client has quickly grown into a global biotech company, receiving health agency approvals for two of their leading drug candidates in 2019. With an extensive partnership network and a strong R&D drug pipeline, the client's growth is expected to continue in the future, requiring a strong organizational and operational infrastructure to enable their supply chain to commercialize and deliver therapeutics to patients globally.

The client's supply chain design is immature, with fragmented policies and processes by region and little, if any, harmonized operational approaches. The client is cognizant that the current state is not sustainable as the company continues to grow. Additionally, the client had a lack of supply chain documentation necessary to help achieve an understanding of the complexity and foster standardization across regions. Standardization of supply chain processes and a robust and agile technology platform is necessary to enable the company to meet its business objectives.

As a result of this project, the client recognized the complexity of the different global supply chains and the importance of standardizing business processes before executing upon a transformational project to automate supply chain operations via the SAP platform.

Life Sciences Case Study

PROJECT OVERVIEW

CLARKSTON
CONSULTING

INDUSTRY:



Life Sciences

PRIMARY OBJECTIVES:

- Identify and document client's end-to-end commercial and clinical global supply chain processes to understand breadth and depth of responsibilities
- Develop future end to-end supply chain models for Level 1-3 processes to capture each supply chain network's scope (Level 1), configuration (Level 2), and elements (Level 3) respectively for both commercial and clinical operations
- Prepare Level 4 (activities) supply chain models to capture supply chain intricacies and interrelationships and gain company-wide alignment on future supply chain processes

RESOLUTION:

- Rapid assessment of organization's current state strengths, weaknesses, and opportunities through more than 30 interviews and deep data analysis
- Collaborated with key stakeholders, including regional leadership, to design the guiding principles of the new business model that would be prioritized as part of strategy development
- Created new supply chain models that identified and standardized the core configurations and elements of a supply chain to be used in comparison analysis for highlighting differences and similarities to drive process harmonization
- Generated and proposed new supply chain processes, incorporating SAP functionality, to enable the design of a standardized, agile, global supply chain

KEY BENEFITS:

- Recognition of supply chain fragmentation among global regions that cannot be supported when transitioning to a global system platform (SAP)
- Value driven results proposed that will standardize supply chain processes to drive efficiencies and improvement in delivering commercial and clinical therapeutics

PRODUCTS + SERVICES:



Pharmaceuticals

EMPLOYEES:



4000+

REVENUE:



Over \$400M



Supply chain models and proposed processes approved by global supply chain leadership



Results enabled clients to execute upon design stage of SAP implementation



Drove further discussions on supply chain standards being established for regional harmonization