Life Sciences Case Study

PROJECT OVERVIEW

clarkston CONSULTING

Conducting a Manufacturing and Supply Chain Landscape Assessment for Biopharma Innovation

This client is a growth and innovation investment arm of one of the largest biopharmaceutical manufacturers in the world, with operations across the globe in 50+ countries. The client invests primarily in early and growth stage technology companies that support digital health and biopharmaceutical operations.

The client is looking to expand their investment portfolio and deepen their portfolio in clinical and commercial supply chain and manufacturing. The Fund's strategy is to align their investments with the needs, opportunities, and challenges of the business.

To better understand what and who the key players are in biopharmaceutical innovation, the client engaged Clarkston Consulting's life sciences experts to conduct a comprehensive market evaluation and landscape assessment of the trends, use cases, deals, and companies impacting specific areas within clinical and commercial manufacturing and supply chain.

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INDUSTRY:

Life Sciences

PRODUCTS AND SERVICES:

Pharmaceutical / Private Equity

PRIMARY OBJECTIVES

- Conduct a high-level market evaluation answering the questions:
  - What are the trending topics regarding new innovations in manufacturing and supply chain within the pharmaceutical and healthcare industries?
  - What are the emerging technologies being developed and implemented within pharmaceutical manufacturing and supply chain?
- Provide an overview of emerging technologies
- Scan the market and identify the key players developing these technologies and their relevant relationships
- Research the key emerging technologies that other pharmaceutical companies are developing or investing in

SOLUTION

- Conducted interviews with different working groups from across the business to identify challenges and opportunities that could be solved with new technologies
- Identified trending topics in biopharmaceutical clinical and commercial manufacturing and supply chain
- Explored industry trends, including advanced 3D technologies, generative AI design, manufacturing automation, digital twins, modular manufacturing, and new approach methodologies to reduce animal testing
- Built a universe of technology start-ups aligned to the trending topics and use cases from the business
- Developed in-depth profiles for investment targets

KEY BENEFITS

- Provided a comprehensive assessment of the biopharmaceutical industry
- Established a base of potential investments for further exploration
- Aligned investments and outcomes to the company's overall business strategy to support the investment decision

KPIs

- ~20 trending topics in biopharma identified
- Over 60 start-ups identified as possible targets
- 15 investment profiles developed for potential targets

CONTACT US

