# Orchestration in Clinical Trial vs. Commercial Supply: Key Insights and Opportunities



## **Antonio Tramontano**

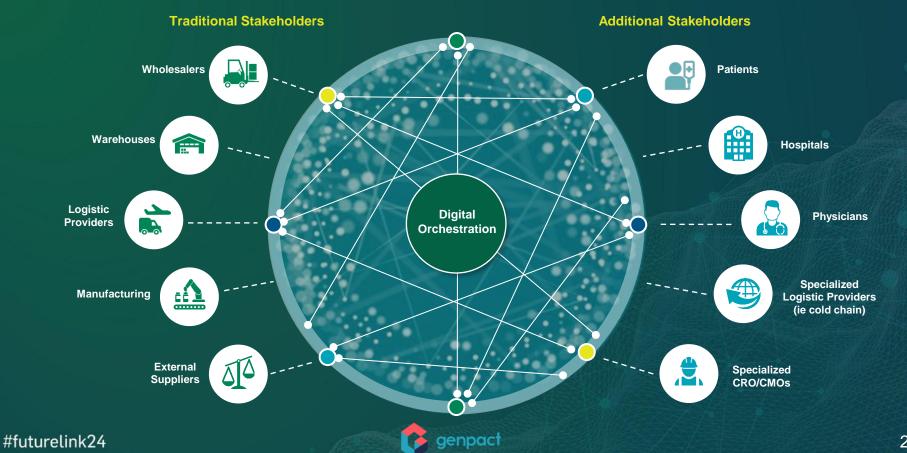
Digital Strategy Leader and Life Science Supply Chain Consultant

Genpact



## Orchestration in Clinical Supply and Commercial Supply Chain

Expanding Stakeholder Management and Digital Integration in Life Science



## Clinical Supply Chain vs. Commercial Supply Chain

Both Supply Chains Are Vital But Serve Different Purposes

#### **Clinical Supply Chain** Distribution of approved drugs Clinical trials execution Scope Focusing on efficiency and The customer is the Patient regulatory compliance. Smaller, controlled batches. Large-scale production and distribution. Structure High precision in delivery Optimization & network configuration Efficiency and scalability **Operational excellence** Key Focus Area Strong in **Planning** Strong In Execution Complex forecasting High-value shipments and Inventory Trial and patient demand variability Challenges Demand/Supply balancing to meet market demands. Costly regulatory needs.

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## **Addressing Supply Chain Challenges**

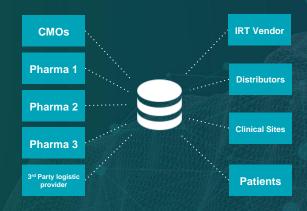
Insights and Cross-Learning Opportunities

### **Clinical Supply Chain Commercial Supply Chain** Better demand/supply balancing > Better visibility and tracking Short, precise delivery More accurate demand **New Ways of New Ways of** timelines **Executing Planning** Regulatory Higher precision and adaptability Attribute-based planning) for Personalized medicines What-if scenarios, constrained Scale up / scale down to meet and unconstrained supply plan fluctuations Common need for a strong Supply Chain Infrastructure

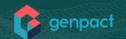
## One Supply Chain Infrastructure Serving 2 Different Organisations

#### From Fragmented "Point-to-Point" Integration... 424 Packaging and Logistics **Raw Materials** Drug Warehousing Clinical Site **Patient** Manufacturer **Product** Labeling Operations Consumption Manufacturer 3rd Party Pharma 1 logistic Clinical provider 1 site 1 Patient 1 **CMO 1** 3rd Party logistic provider 2 Clinical CMO<sub>2</sub> Patient 2 Pharma 2 Site 2 IRT Vendor 1 Patient 3 CMO<sub>3</sub> Warehouse !: i' Pharma 3 Distributor **Improvement Areas:** 101010 010101 101010 010101 Lack of Supply Heavy Regulatory Complex Data Difficult Patient Compliance Visibility Hand-offs Traceability

## ..to One, Agile and Integrated Supply Chain Network



This solution creates value for all actors by developing trust, allowing efficiencies, and eliminating key pain points that improve our ability to get critical medicines to patients around the world



## **Take-Away Messages**

Clinical vs. Commercial Supply Chain: Both are critical components but cater to distinct focuses, with different challenges and objectives.

Cross-Learning Opportunities: Clinical Supply can enhance planning processes, while Commercial can benefit from the execution agility.



**Unified Infrastructure Needs**: A robust supply chain infrastructure is essential for both. Digital platforms enable better visibility, control, and orchestration across the supply chain.

**End-to-End Visibility**: Control towers and "network of networks" provide comprehensive management of supply chain operations, optimizing responses to demand variability.

**Collaborative Risk Management**: Encouraging cross-functional and cross-supply chain collaboration leads to integrated risk management strategies.

**Orchestration for Innovation:** Efficiently orchestrating clinical and commercial supply chains can unlock innovation and foster better operational efficiency.

