

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



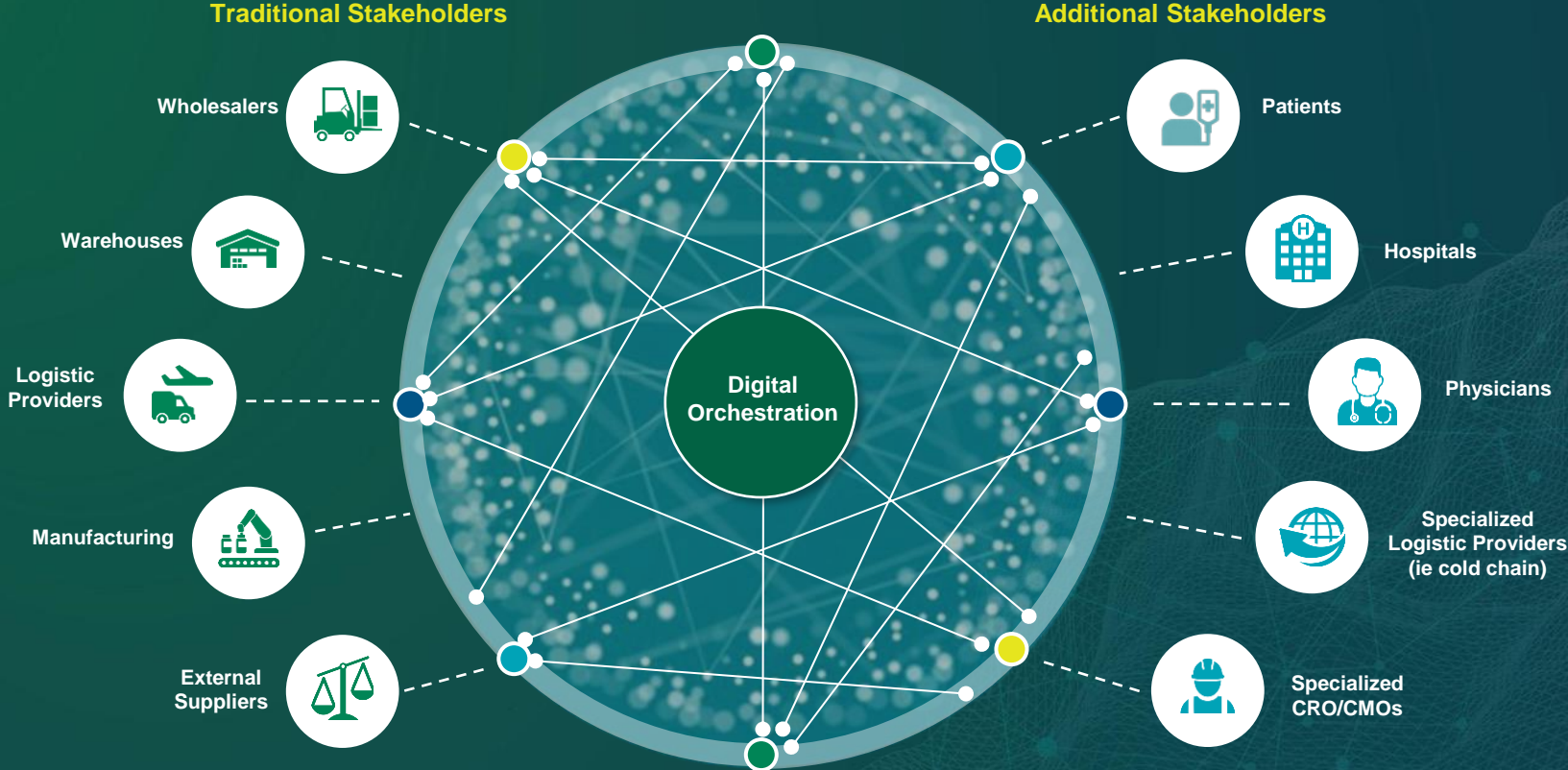
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Genpact

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



Addressing Supply Chain Challenges

Insights and Cross-Learning Opportunities

Clinical Supply Chain

Better demand/supply balancing



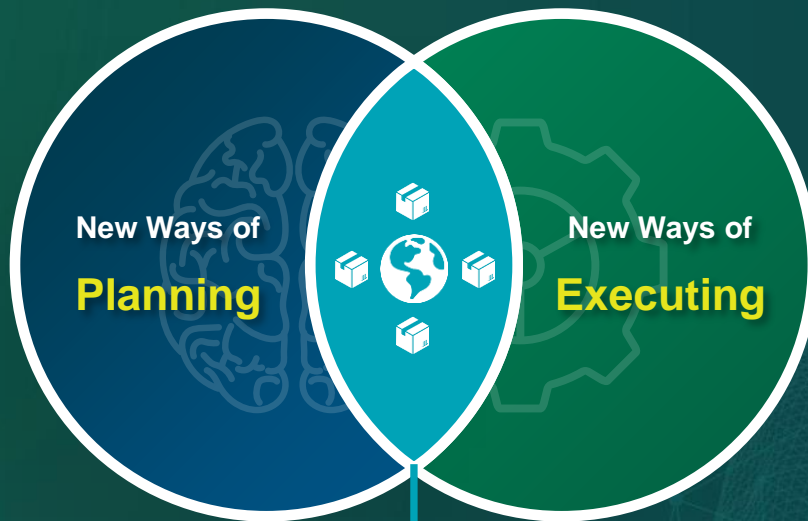
More accurate demand



Regulatory
Attribute-based planning



What-if scenarios, constrained
and unconstrained supply plan



***Common need for a strong
Supply Chain Infrastructure***

Commercial Supply Chain



Better visibility and tracking



Short, precise delivery
timelines



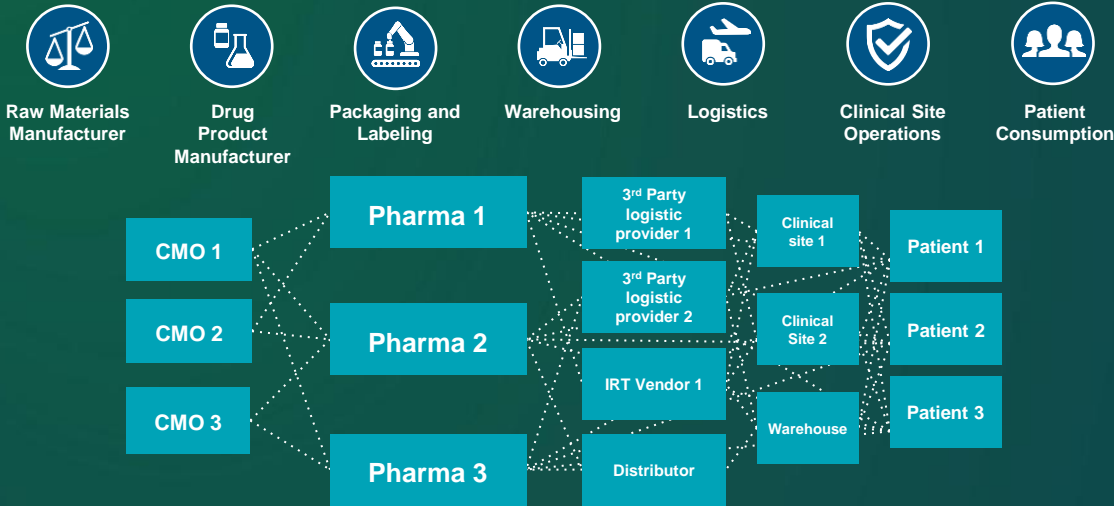
Higher precision and adaptability
for Personalized medicines



Scale up / scale down to meet
fluctuations

One Supply Chain Infrastructure Serving 2 Different Organisations

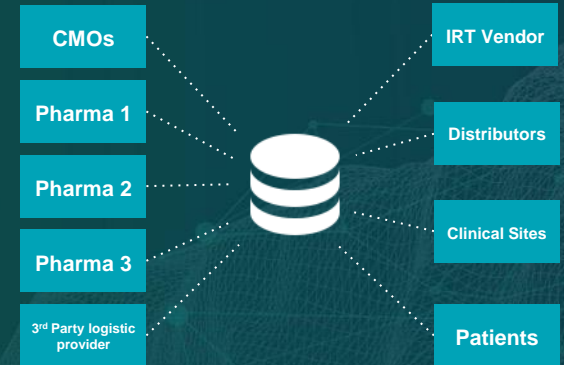
From Fragmented "Point-to-Point" Integration...



Improvement Areas:



..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.

