

CHALLENGES OF OPERATIONAL EXCELLENCE WITHIN THE PHARMACEUTICAL SECTOR

Initiatives by industry leaders



Investment of nearly 500 million euros by "Modulus."

Objective: Establish a versatile production environment that can be reconfigured within days to align with current requirements.

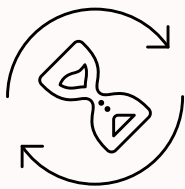


At Sanofi, the implementation of digital tools like iObeya (digital Obeyas) enables manufacturers to enhance efficiency in information reporting and problem resolution.

Challenge #1: Development Cycle

On average, it requires between 10 and 15 years to progress from initial testing to market launch, with costs frequently surpassing 2 billion dollars.

(Source: McKinsey)

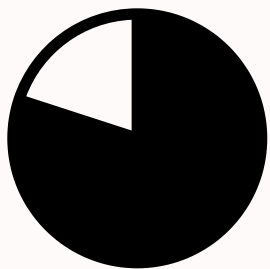


Issue No. 3: Production Limitations



Simultaneously, the market is increasingly seeking personalized treatments, in contrast to traditional mass-produced pharmaceuticals, necessitating greater flexibility in manufacturers' product devices.

Issue No. 2: Regulatory Compliance



20% of their operational time is spent on administrative tasks associated with compliance, which hinders and complicates manufacturing processes.

(Source: KPMG)

Issue #4: Flow of Information



Approximately 60% of delays in the introduction of a drug to the market can be attributed to communication issues among teams.

(Source: Deloitte)



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iObeya