One Network Enterprises™

Life Sciences

Crossing Boundaries. Changing Outcomes.

SUPPLY CHAIN REIMAGINED

The biopharma sector historically sought efficiencies within functions, relying on inventory and dual sourcing as a buffer to change. But such efforts are no longer sufficient. Supply disruptions, API shortages, inflation, geopolitics, new modalities, portfolio restructuring, and regulatory pressure have created a need to rethink sourcing, manufacturing, and logistics. Accenture estimates 60 percent of life science supply chain execs struggle to get real-time inventory and visibility from external manufacturing partners. Companies must holistically reassess complexity, variability, and risk.

25% of EBITA in pharma is at risk due to disruptions
McKinsey & Co.

A fundamental shift to end-to-end synchronization requires a modern approach, aligning material, inventory, and cash flows, reducing latency, and bringing innovation to market faster. Such a system of orchestration must cross enterprise lines, incorporating market change faster and in context.

According to Deloitte's Center for Health Solutions, investments are rising in risk sensing, and improving yields and efficiencies across internal and external capacities. But scaling visibility across networks is only the starting point.

Volatility in demand, supply, and lead times creates a need to increase flexibility and streamline processes. Rigid systems must give way to designs that agilely flex and adapt to changing conditions while respecting critical constraints from a variety of decisions and capacities.

With One Network, companies can shift from traditional models that sequentially integrate sourcing, procurement, conversion, and logistics, to value chains with shared knowledge and effectively assets. Insights become accessible to relevant users in context to make more informed decisions, faster. This modern approach leverages automation to identify inefficiencies and bottlenecks, assess risks and implications, and empower planners to act.

"We have great expectations that [One Network] will support us to improve our customer experience and our logistics operations throughout the entire global supply chain network."

GLOBAL HEAD OF LOGISTICS OPERATIONAL EXCELLENCE, BAYER CROP SCIENCE

ONE's proprietary AI and intelligent agent technology monitors the network for change. But early detection is only the first step. With patented multi-party collaborative techniques, signals are linked to impact on material, order, logistics, production, and demand flows. Looking across the network at perpetual inventories, capacities, and bottlenecks, users assess where, when, and how to intervene.

Insights not only drive execution; they inform continuous incremental planning as patterns emerge. Companies gain unprecedented levels of visibility across the network, but also the ability to coordinate with partners against a shared version of the truth.

SAMPLE COLLABORATIVE CAPABILITIES

Control Tower and Digital Twin: Network-wide flow of perpetual inventory, capacities, and constraints

Risk Framework: Continuous monitoring for change with prescriptive scenarios to mitigate issues and act

Constrained Supply Planning: Holistic view of materials and logistics reflecting internal and partner capacity

Demand Supply Match: S&OP and S&OE chokepoints prioritize intervention

Inventory Management: Multi-party, multi-tier, multi-node

Supplier Collaboration: Coordinate capacity, demand and logistics flows across multi-tier networks

Order Promising and Dynamic Allocation: Rules-based to reflect shifting demand, supply, and cycle times

Chain of Custody (CoC): End-to-end across nodes, modes, and inventory form with expiry, lot tracking, and QC flows

Carrier/LSP Collaboration: Integrated global logistics planning, optimization, scheduling, tendering and settlement

Optimized Execution: In-platform coordination across participants, inbound or outbound, with track and trace

"Increasing the precision of our data and automating our processes will enable WHO to deliver more supplies more efficiently to meet the ever-growing demand for humanitarian assistance around the world."

ASSISTANT DIRECTOR-GENERAL FOR BUSINESS OPERATIONS, WORLD HEALTH ORGANIZATION (WHO)

CASE STUDY

TOP 5 GLOBAL PHARMA CO.

- **250 CMOs**
- **1,000+ suppliers (APIs, excipients)**
- **Operations 60 countries, Sales 175**

CHALLENGES & OPPORTUNITIES

Replace manual solve across siloed systems, data, and supply base. Create visibility with CMOs to coordinate materials, production, logistics and quality flows. Maintain Chain of Custody. Speed time-to-market. Automate risk identification and mitigation throughout the network. Bridge SAP instances that limit network-wide analysis and agility.

BENEFITS REALIZED

- Inventory: 5-15%
- On-time, in-full: 5%
- Transportation spend: 5-10%
- Supplier spend: 1-2%
- Yield: automate across procurement, production, logistics
- Speed to market: synchronize internal and CMO production

One Network Enterprises™

Supply chain reimagined

Contact us to learn more about how to get started.

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