

# Collaborating with new partners for transformation



## Patients

- Becoming partners in the design of their health care experience
- Developing a true partnership with patients—leveraging patient data and understanding the burden of disease, the caregiver’s role, access decisions, and the health care systems involved
- Increased importance - Patient advocacy groups, national disease organizations, venture philanthropy

## Regulators

- Regulators benefiting from more collaborative approaches, such as co-regulation, self-regulation, and international coordination.



- Companies are viewing regulatory functions as a strategic asset and are developing the skills to effectively collaborate with regulators.

## A collaborative approach to drug development

- Master protocols
- Medical Affairs collaborating with R&D

## Medtech partnerships in the IoMT

- Move from innovative product suppliers to insightful partners in health care
- Collaboration between providers, manufacturers, and suppliers is seen as key to bridging gaps in medical device cybersecurity

## Impact of master protocols

### Impact of cycle time savings

Traditional patient enrollment and site-startup time:

**117 weeks**

Master protocol patient enrollment and site-startup time:

**96–102 weeks**

**Savings: 13%–18%**  
(15–21 weeks)

### Impact of cost savings

Traditional cost:

**\$11.2M**

Master protocol cost:

**\$9.5–\$9.8M**

**Savings: 1.3%–1.6%**  
(12–15% weeks)



[www.deloitte.com/lifesciencesoutlook](http://www.deloitte.com/lifesciencesoutlook)

#### About Deloitte

Deloitte refers to one or more of Deloitte Touche Tohmatsu Limited, a UK private company limited by guarantee (“DTTL”), its network of member firms, and their related entities. DTTL and each of its member firms are legally separate and independent entities. DTTL (also referred to as “Deloitte Global”) does not provide services to clients. Please see [www.deloitte.com/about](http://www.deloitte.com/about) for a more detailed description of DTTL and its member firms. Deloitte provides audit, consulting, financial advisory, risk management, tax and related services to public and private clients spanning multiple industries. With a globally connected network of member firms in more than 150 countries and territories, Deloitte brings world-class capabilities and high-quality service to clients, delivering the insights they need to address their most complex business challenges. Deloitte’s more than 200,000 professionals are committed to becoming the standard of excellence.

#### Disclaimer

This publication contains general information only, and none of Deloitte Touche Tohmatsu Limited, its member firms, or their related entities (collectively the “Deloitte Network”) is, by means of this publication, rendering professional advice or services. Before making any decision or taking any action that may affect your finances or your business, you should consult a qualified professional adviser. No entity in the Deloitte Network shall be responsible for any loss whatsoever sustained by any person who relies on this publication.

#### About Life Sciences and Health Care at Deloitte Touche Tohmatsu Limited

The Deloitte Touche Tohmatsu Limited’s life sciences and health care (LSHC) industry group is composed of more than 12,000 professionals in more than 90 countries. These member firm professionals understand the complexity of today’s life sciences and health care industry challenges, and provide clients with integrated, comprehensive services that meet their respective needs. In today’s environment, LSHC professionals from across the Deloitte network help companies to evolve in a changing marketplace, pursue new and innovative solutions, and sustain long-term profitability.

For more information about the DTTL LSHC industry group, email [dttlshc@deloitte.com](mailto:dttlshc@deloitte.com) or access [www.deloitte.com/lifesciencesoutlook](http://www.deloitte.com/lifesciencesoutlook). ©2019. For more information, contact Deloitte Touche Tohmatsu Limited.