

# Growing through partnerships and new operating models

## Partnership trends

- ⊖ Nontraditional deal-making in strong therapeutic areas
- ⊖ Strong, harmonious partnerships with regulators
- ⊖ Symbiotic partnerships with tech giants and startups
- ⊖ Collaborative scientific partnerships with life sciences, academia, nonprofits and government
- ⊖ Clinical partnerships

## Collaborations with tech partners

will become increasingly important to:

- ⊖ Optimize patient treatment regimens,
- ⊖ Manage and analyze increasing amounts of data
- ⊖ Improve internal data accessibility to drive better informed decision making



The **Chief Innovation Officer** will become one of the more important executives in the pharma C-suite, and key to leading fast, focused innovation

## New operating models

Top issues transforming the operating model



Supply Chain organizations that adopt direct to patient distribution models could reduce distribution spend by **15-20%**, and improve patient experience



Patient moving from being a **passive** recipient of treatment to becoming a **central part** of the R&D process for new therapies

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