

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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