

## Deloitte Data Science Solutions Demo Day: Life Science and Health Care Sector Focus

### Data Driven approach to Improve Financial and Operations Efficiency

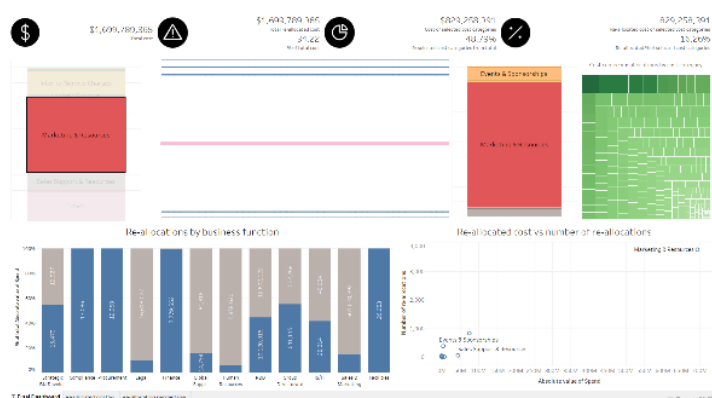
Optimize supply chain spend and Reduce costs

#### Intelligent Cost Reduction

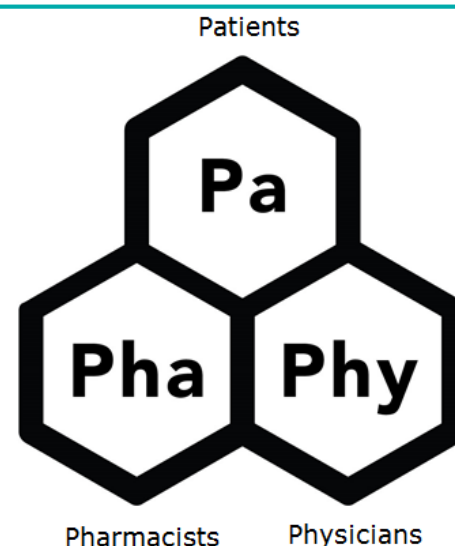
#### Physician Value Modelling (PVM)

We tackle poor Financial Data Quality using Machine Learning to allocate SG&A costs and establish a rigorous cost baseline. Using an Intelligent Cost Reduction methodology, we identify data-driven savings whilst maintain growth and headcount.

PVM is an innovative approach to assessing which physicians to target for commercial activities based on the patients they treat



#### Machine Learning for spend reallocation & Intelligent Cost Reduction



Pharmacists      Physicians

#### TARGETED ANALYTICS SOLUTIONS Healthcare & Life Sciences

*“We can no longer just help clients solve problems in healthcare; we need to PARTICIPATE in the solutions”  
– Andrew Vaz, Deloitte Chief Innovation Officer*