

LIFE SCIENCES DEVELOPMENT & MANUFACTURING EXCELLENCE



INNOVATE FOR HEALTH:

**PATIENT CENTRIC, PERSONALIZED HEALTH
COMPETITIVELY ADVANTAGED
MARGINS AND PROFIT**

- Personalized Health
- Total Quality
- Knowledge Capitalization
- Development & Manufacturing Excellence
- Re-Inventing Value Chain



SEGMENT OBJECTIVES PHARMA & BIOTECH KEY CHALLENGES

IMPROVE
COST-EFFECTIVENESS
WHILE INVESTING
IN LONG TERM
GROWTH

BECOME
COMPETITIVE
THROUGH BETTER
EFFICIENCY IN
DEVELOPMENT AND
MANUFACTURING

IMPROVE BRAND
EQUITY & SCIENTIFIC
LEADERSHIP

DEMONSTRATE
BETTER CLINICAL
OUTCOMES AT
LOWER COST

DEVELOP
PERSONALIZED
HEALTH (FROM
TREATMENT TO
PREVENTION &
PRECISION
MEDICINE)

ENSURE
KNOWLEDGE
CAPITALIZATION

INTERNATIONA-
LIZATION: REACH
NEW MARKETS
IN A GLOBAL-LOCAL
WORLD.

IMPLEMENT TOTAL
QUALITY (GLOBAL
COMPLIANCE)


DIFFERENTIATE
THROUGH DRUG
DELIVERY DEVICES

PROVIDE
SAFER DRUGS,
INCREASING PATIENT
SATISFACTION AND
BRAND EQUITY

RE-INVENTING THE
VALUE CHAIN




Life Sciences



PHARMA INDUSTRY WILL ADAPT FOR GROWTH:

WITH DEVELOPMENT & MANUFACTURING EXCELLENCE

- Data-driven Solutions across Manufacturing Value Chain
- Evolving Strategic Partnerships with Contract R&D, Manufacturing, Technology
- Risk-sharing Models involving Out-licensing and Joint-establishment
- Expansion towards an Integrated (One-Stop) Provider Business Model
- Transitioning from Fully Integrated to Virtual Biotech Model

A woman in a white lab coat is seated at a desk in a laboratory, working on a computer. The background shows various laboratory equipment, including a large machine with a monitor and a nitrogen tank. The scene is overlaid with a blue gradient on the right side.

FROM AUTOMATED TO SMART

// By applying digital technology, companies can significantly increase visibility into their supply chain operations and make better and faster decisions. //


Marcus Ehrhardt, PwC Strategy



3DEXPERIENCE PLATFORM FOR DEVELOPMENT & MANUFACTURING EXCELLENCE

- **Real time access to critical KPIs**
 - Product quality
 - Compliance
 - Brand Reputation
 - Time-to-Market
- **Customized Dashboard**
 - Accurate view on project status in real time
 - Process Issues
- **Visibility across enterprise**
- **Data driven decision making**
- **Quicker & more informed decisions**





A PROMINENT PHARMA
COMPANY USES DELMIA
ORTEMS AT 7 SITES TO
SCHEDULE THE
PRODUCTION AND
PACKAGING CONNECTED
WITH SAP AND THE
EXISTING LIMS SOLUTION.

Benefits:

- Reduced changeover times (runs)
- Reduced work-in-process (WIP)
- Reduced planning time (more analysis)
- Powerful simulation tool to forecast the necessary capacity before launching any product, molecule or project
- Improved communication between teams
- Improved customer service level



A PROMINENT PHARMA COMPANY USES DELMIA ORTEMS SOFTWARE TO PLAN AND SCHEDULE OPERATIONS AT MORE THAN 12 FACILITIES AROUND THE WORLD IN SAP, ORACLE, AND OTHER ERP ENVIRONMENTS.

- ROI in less than one year, with planning process optimization and streamlining
- Inventory reduced by 20%
- Decreased production cycle time
- Improved delivery dates
- Consistent and collaborative schedule, shared in real time

VALUES ACHIEVED IN TYPICAL CLIENT CASES

50%

**CYCLE TIME
REDUCTION**

25%

**SHORTER MACHINE
SET UP TIME**

60%

**PLANNING
TIME SAVING**

40%

**INVENTORY
REDUCTION**

100%

**PLANNING AND
MONITORING OF
100% OF WORK
ORDERS**

50%

**CUSTOMER
SERVICE LEVEL**

10%

**PRODUCTIVITY
GAIN**

DEVELOPMENT & MANUFACTURING EXCELLENCE WITH DELMIA ORTEMS

HIGH QUALITY

Launches are enabled by end-to-end digital integration across the value chain

OPERATIONAL EXCELLENCE

Enabled by vertically integrated and networked manufacturing systems

CONTINUOUS IMPROVEMENT

Enabled by global process consistency and real-time visibility



Our **3DEXPERIENCE®** platform powers our brand applications, serving 11 industries, and provides a rich portfolio of industry solution experiences.

Dassault Systèmes, the **3DEXPERIENCE** Company, is a catalyst for human progress. We provide business and people with collaborative virtual environments to imagine sustainable innovations. By creating ‘virtual experience twins’ of the real world with our **3DEXPERIENCE** platform and applications, our customers push the boundaries of innovation, learning and production. Dassault Systèmes’ 20,000 employees are bringing value to more than 270,000 customers of all sizes, in all industries, in more than 140 countries. For more information, visit www.3ds.com.

