



Leveraging the Digital Supply Chain to Deliver Personalized Patient Solutions

Mandar Paralkar, SAP Life Sciences Industry Business Unit
15 Oct, 2019 – 4.00 to 4.25 pm

BSMA Event, CA

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Agenda

- Industry Trends & Challenges

- ✓ Business Process

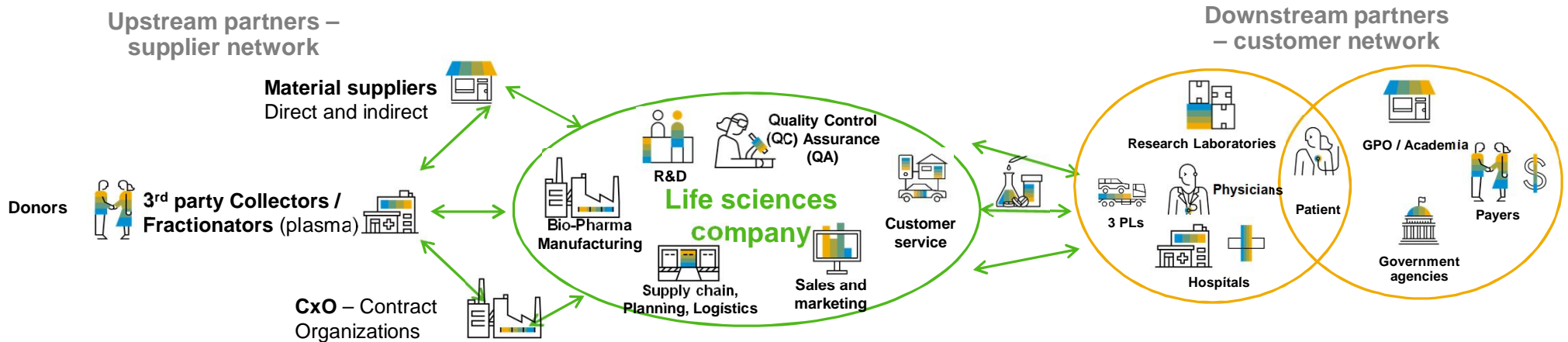
- Intelligent Enterprise for Life Sciences

- ✓ Targeted Therapy Treatment Management

- Digital Supply Chain for Personalized Patient Solution

- ✓ Innovations

Life Sciences industry **value chain** for personalized patient solutions



CURRENT STATE :

Traditional Business Models

- Therapy – chemo, radiation
- Manufacturing Strategy – Make-to-Stock/Order

Business Process

- Lack of visibility as value chain entities operate in silos
- Lack collaboration & communication

Work Status

- Patient at the end of Value chain
- UX for SC systems need redesign

FUTURE STATE :

Reimagining Business Models



- Next Generation Innovation Therapy
- E.g. Plasma based, Immuno (CAR-T), stem cell

Reimagining Business Process



- Complete visibility – Chain of Identity/Custody
- Outcome based Reimbursements

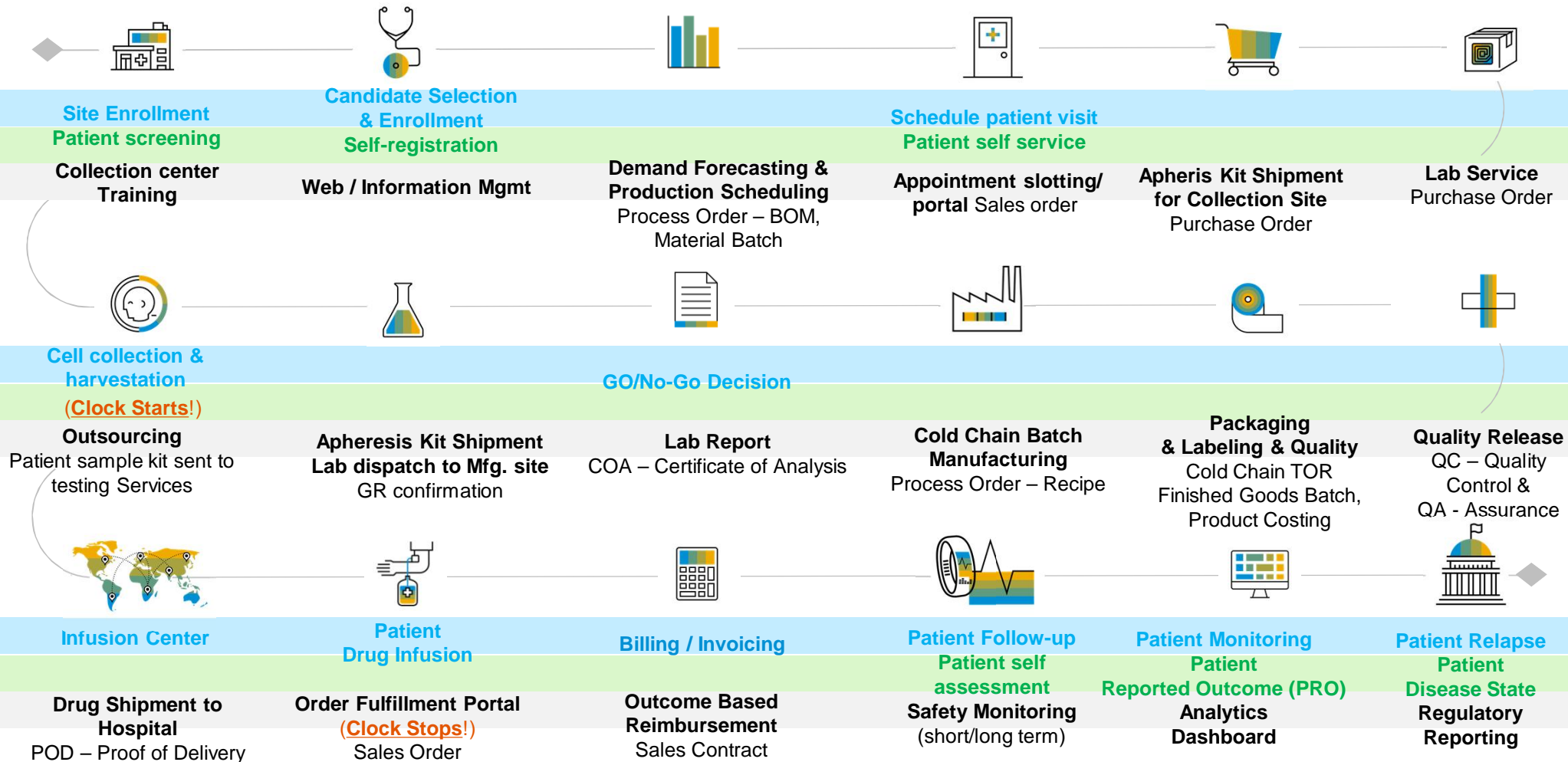
Reimagining Work



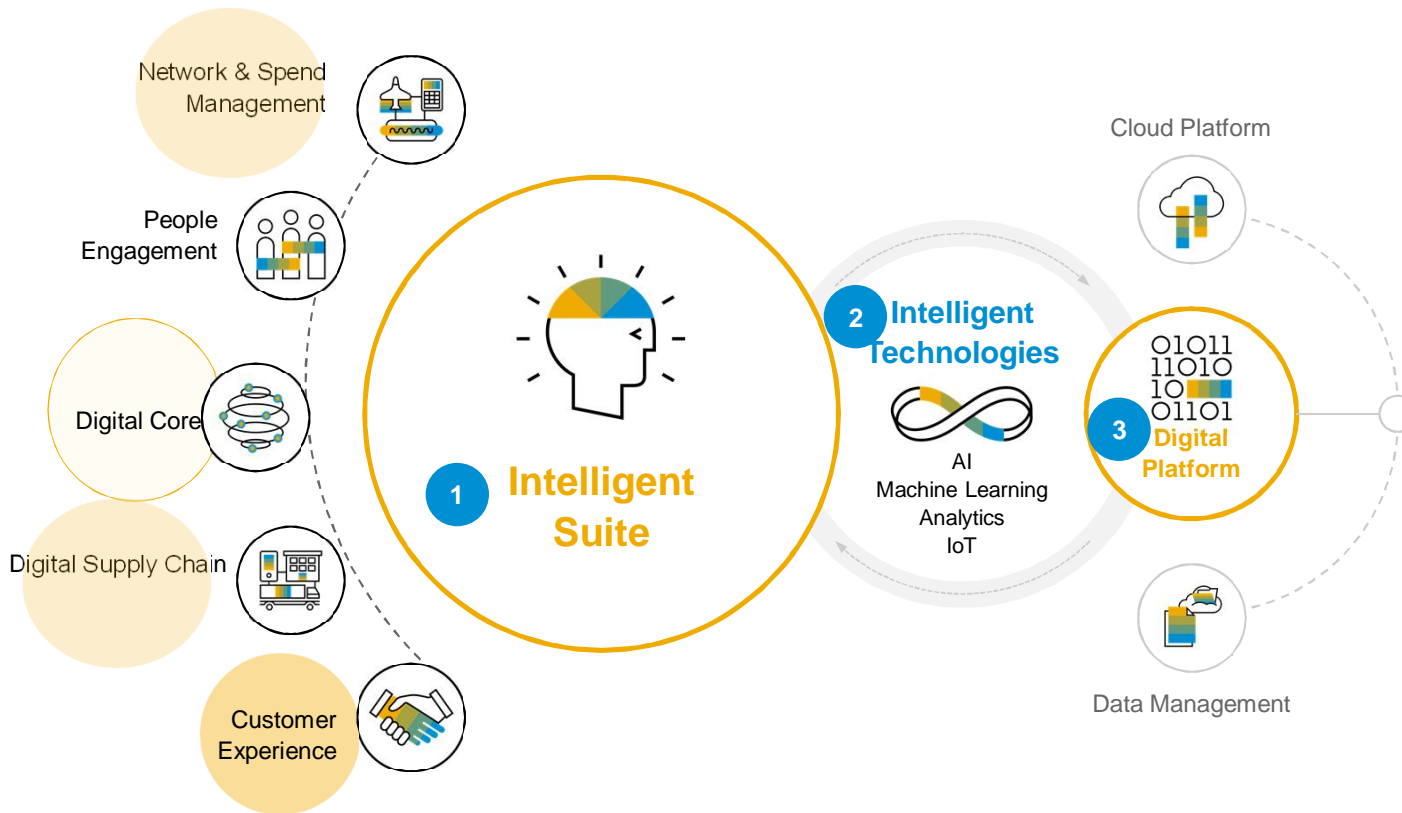
- Patient focus
- Internet of Things (IoT)

Targeted Therapy Treatment Management Process

End to End Experience in Value Chain (3 Personas - Patient, Provider, Biopharma)



Delivering **personalized patient solutions at scale** and **as a service** by leveraging **digital supply chain** in the intelligent enterprise for **Life Sciences**



The Intelligent enterprise framework

1. Intelligent suite

- Integrated business applications to run end to end solutions and business networks

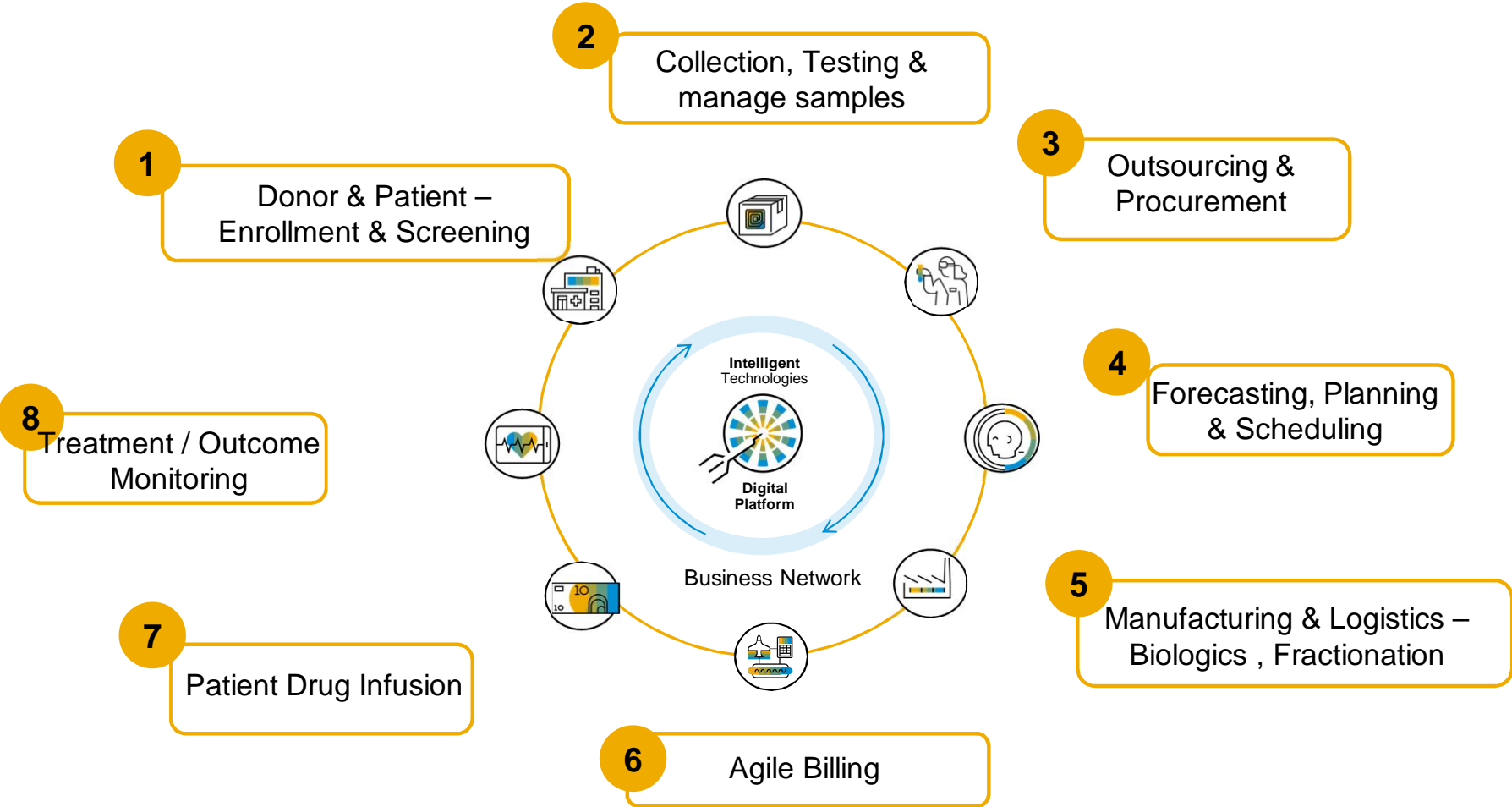
2. Intelligent technologies

- Advanced analytics
- Internet of things
- Machine learning/ Artificial intelligence
- Robotics process automation
- Block chain

3. Digital platform

- Data management to manage a consistent data foundation for digital processes
- Experience data along with Operational data

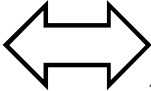
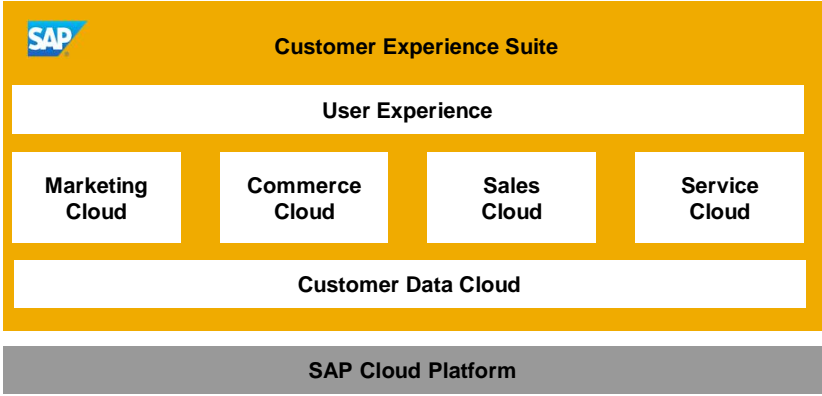
Reimagine innovation with **SAP Intelligent Enterprise for LS**



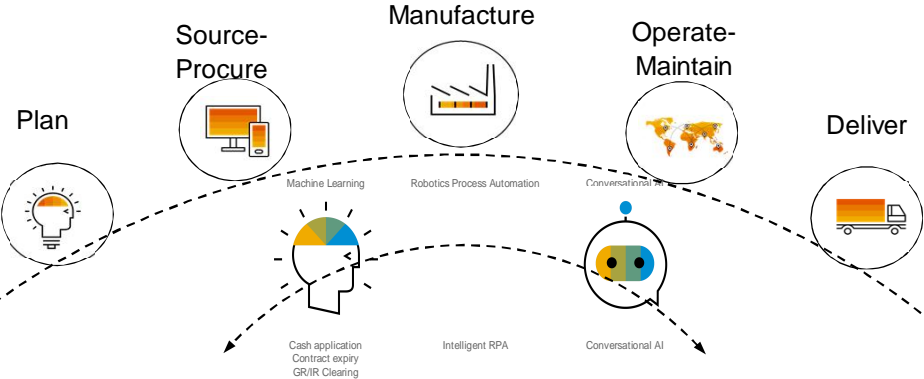
Innovation # 1

Integrate Patient/Donor info with Supply Chain - Customer **Experience Network** (SAP CX)

Traditional SC – Lots (MTS : Make-to-Stock)



SAP Digital Supply Chain



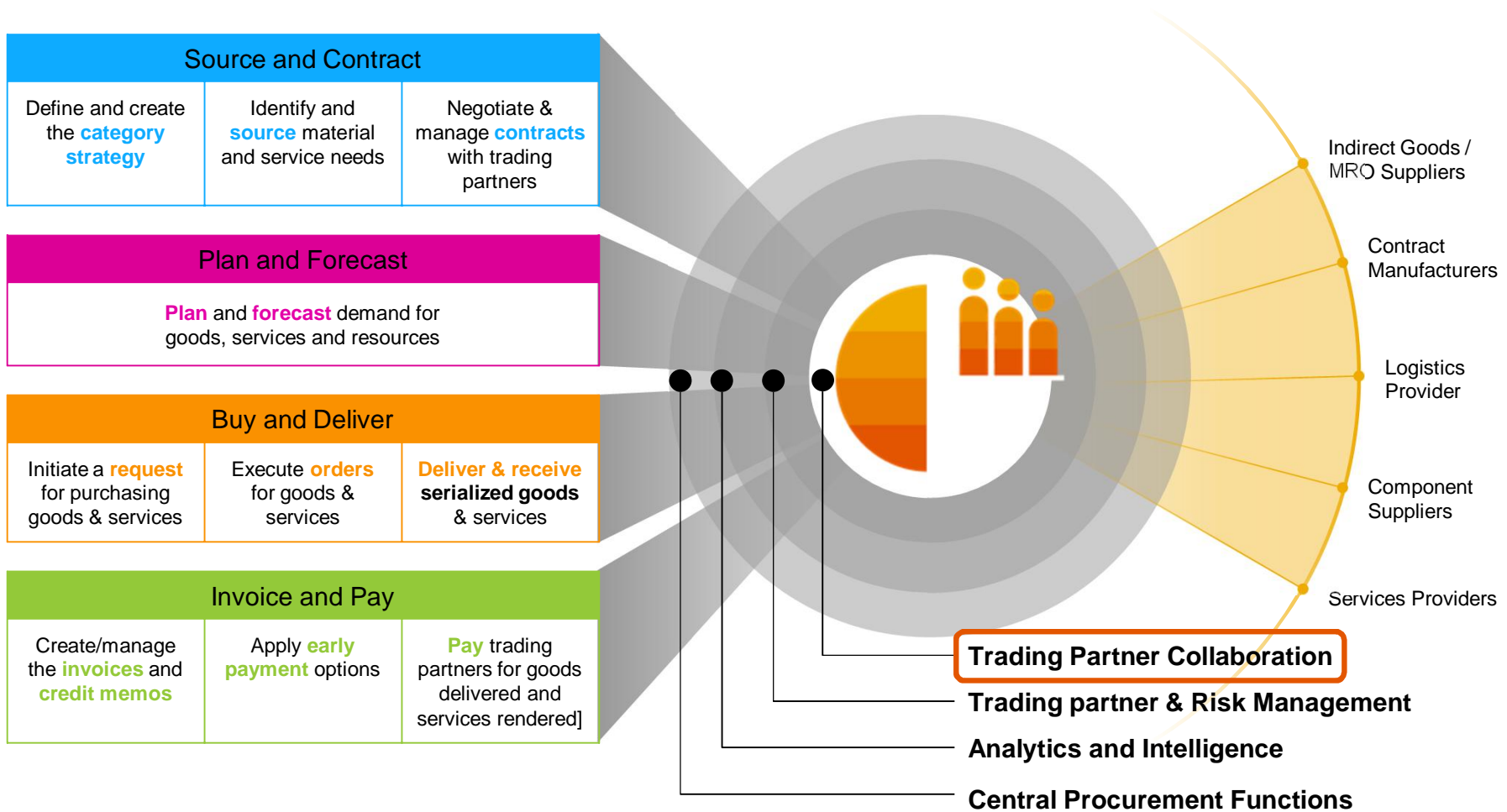
Powered by Intelligent Technologies

Reimagine Supply Chain
(MTO : Make-to-Order
Batch size of "1")



Innovation # 2

Source to Pay **business network** – Manage Cost of Consumables, Serialization ... Ariba SC Collaboration



Innovation # 3

RWE Insights as a Service Network

- **OBJECTIVE** – Commercialization of Provider Data “Healthcare Insights as a Service”
- **TARGET BUYER & VALUE**
 - Pharma, Med-device, and Federal Agencies.
 - Improving drug and device evaluation pre and post market, risk management and brand differentiation
- **MERCY VALUE** – Patient Outcome and “Margin for Mission”
- **CONTRIBUTING PROVIDERS VALUE** - Revenue share for data, curated data & benchmarking opportunities
- **SOLUTION SERVICE PLATFORM AND NETWORK**
 - Tools and process to federate, aggregate, anonymize, curate and broker clinical and financial data
 - Curation and Data Sciences consulting services
 - Market Place for selling analytics and application solutions

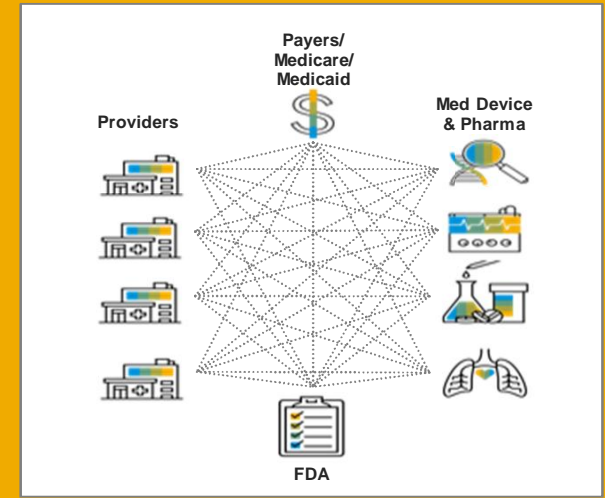
“UBER like” Business Model

PASSENGERS = Pharma/Med Device/Government

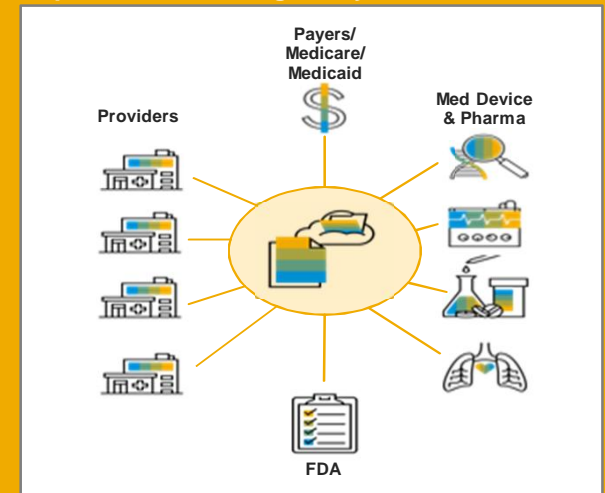
DRIVERS = Consortium of Healthcare Providers

UBER = Mercy/SAP

Complex Contracting & Payment, Poor Data Quality



Simplified Contracting & Payment, Curated Data



Summary

- ❑ Managing End to End business processes
 - ✓ Leveraging Intelligent Enterprise

- ❑ Digital Supply Chain + Networked economy
 - ✓ Batch size of One

- ❑ Next Steps – Engage with us at the booth ...
 - ✓ Discuss SAP Innovations

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