

# flexible solutions for the life sciences enterprise

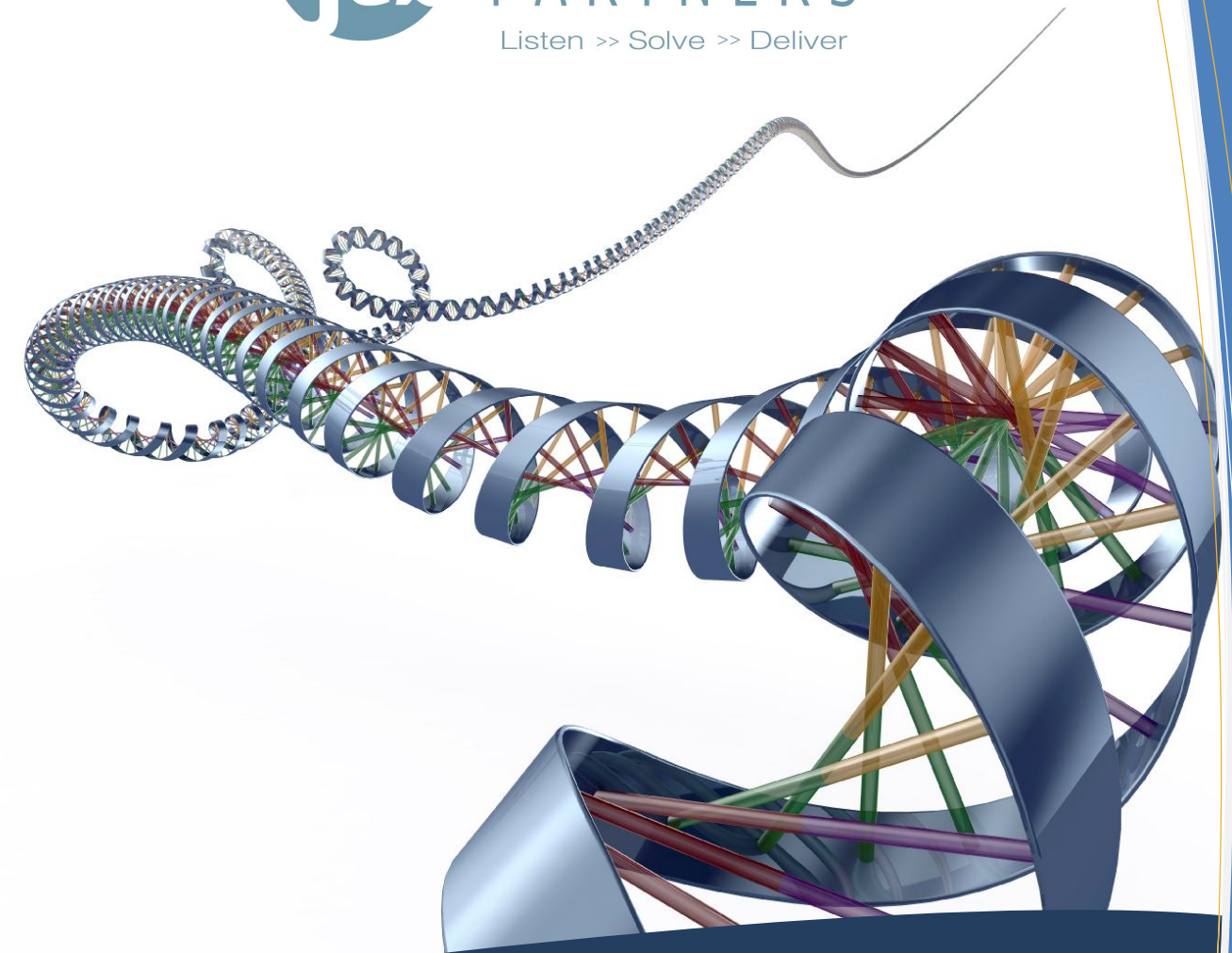


## Solutions Continued...

### Regulatory

**Annual Product Reviews** – FDA required Annual Product Reviews are often difficult to execute due to the wide variety of data sources that house the requisite data. JCB Partners integrated both structured and continuous data sources to ensure APR's are conducted in a fast and accurate manner.

**Serialization** – Lack of Lot Genealogy has caused stunning product recalls in the industry in the last 5 years. With the global supply chain becoming increasingly more complex and diverse, an end-to-end view of the product's process is no longer a "nice to have".



### Solution Road Map

JCB's Life Sciences solutions help drive fast, intelligent, actionable decisions with a full understanding of their implications both within the individual organization and across all divisions. It is the ability to gather the necessary source data, test key assumptions and business drivers, and motivate key personnel to drive action across the enterprise, with no thought to the underlying technology.

Learning from years of industry and consulting experience, JCB Partners has developed solutions to successfully build the capabilities to drive performance of global Life Sciences organizations.



### For More Information

For more information about JCB Partners and our Performance Management Solutions, contact us at

[request.info@jcbpartners.com](mailto:request.info@jcbpartners.com)

[www.jcbpartners.com](http://www.jcbpartners.com)

## Life Sciences Solutions for: Operations, Sales, Finance and Product Management

Drugs developed by the fastest companies enjoyed as much as 17 month speed advantage over average performers.

Source: Tufts University

With opportunity costs for new drugs averaging more \$1.4 million/day, shortening Tech Transfer time has a significant commercial payback.

Source: BioProcess International, Aegis Analytical Corp



## Business Solution

Global Life Sciences organizations have a plethora of disparate data sources. As a result, managing both performance and regulatory requirements proves to be a significant challenge. With a regulatory environment that is increasingly data driven, the level of transparency being required by these organizations is one they may find unprepared to handle. JCB Partners has delivered performance management solution across all areas of the enterprise-level Pharmaceutical and Biotechnology organization and has the know-how to implement business changing solutions for your organization.

### Roadmap to Outperformance

**Analytical Pathways** – JCB customers have been recognized by the industry for solutions JCB helped provide. Through structured design sessions with business users, JCB focuses on the unique needs of your business and the unique drivers that are actionable by all individuals from executive levels to managers and operations personnel.



**KPI DASHBOARDS TO DETAILED REPORTING:  
JCB PROVIDES END TO END SOLUTIONS.**

### Sales Performance

**Global Sales** – Getting a global view of product sales is often easier said than done. JCB's solutions deliver summary dashboards and the analytical pathways to measure sales performance based on product, location and time. Advanced security practices ensure the solution can rapidly adapt as the business grows and changes.

**Price Management** – The global Pharmaceutical industry faces different pricing regulations and requirements in various parts of the world. Effective margin performance requires insight, what-if analysis and coordinated management to maintain pricing levels and minimize self-inflicted price erosion.

**Sales Force Effectiveness** – Global sales teams are often large, complex product driven. A well performing sales force requires access to data on pre- and post-sales processes with a full view of customer contact history.



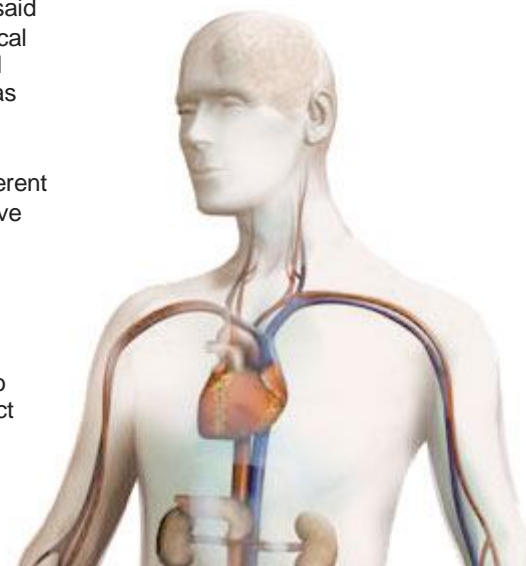
## strategy driven technology solutions

ENABLING EFFECTIVE DECISION MAKING WHEN IT COUNTS

### Strategic and Financial Planning

**Budgeting and Forecasting** – Technology must expedite the process with each organization empowered to manage their own processes with a consistent set of business drivers, reporting, performance metrics, and time management. The end result should be a complete business plan that drives the behavior of your human capital, as well as, comprehensive fiscal performance. This enables a quick reaction to market conditions, and should provide the ability to rapidly test business strategies.

**Long Range Planning** – Capital investment decisions in long-cycle industries such as Life Sciences require long-term horizons; much longer than many other industries. While Long Range Plans can be devised in spreadsheets without significant complexity, integrating those Long Range Plans and cascading them into shorter run, more detailed models is difficult without the proper tools and processes. JCB Partners has previously implemented these solutions and can implement them again for your organization.



### Operational Excellence

**Manufacturing Excellence** – Optimizing manufacturing processes will not only reduce cost but improve overall product quality. JCB Partners implements best practices in conjunction with ISA 95 and ISA 88 standards to help prevent catastrophic and intermediate product failures.

**Inventory Management** – Outsourcing, Vendor Managed Inventory, Cold Chain Management and Distribution Channel inventory all help to complete the global inventory picture. JCB Partners has delivered inventory management solutions to help its clients lower inventory levels and optimize supply planning activities.

**Supply Chain Optimization** – Both from a Planning and Execution perspective, Pharmaceutical and Biotechnology companies are working more and more with third party suppliers, manufacturers and packagers. Optimizing the supply chain requires enterprise level data integration with data both inside and outside the organization.

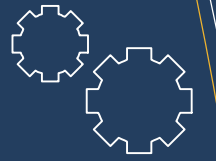
**Quality By Design** – A Life Sciences industry based on Quality by Design principles is a foregone conclusion. JCB Partners works with its clients to understand and implement the solutions to help organizations measure quality by process, not product. Critical to this process is a diverse data set that must be consolidated quickly to provide a holistic process view.



### Product Management

**Market Share** – Market Share management includes exploiting opportunities as well as quickly identifying competitive threats from competition at the premium or generic levels. The complexity of integrating external data from third-party sources like IMS often becomes a barrier to an effective Market Share reporting environment.

**Investigations and Complaint Management** – Product investigation cycles based on Medical and Non-Medical complaints can take immense amounts of time given the difficulty in collecting and viewing data across various batches side by side. Shortening product investigation times will ensure a high-level of confidence in product quality by both the market and the regulators as well as reduce inventory by getting on-hold inventory out the door faster.



Pre-Built Analytics

Custom Solutions

Database Architecture

Internal IT Backfill

Strategic Advisory Services

