A close-up, profile view of a woman with dark skin and curly hair, wearing a white lab coat and blue nitrile gloves. She is looking through the eyepiece of a black and silver microscope. The background is a soft, out-of-focus laboratory setting. The image is framed by a dark teal diagonal shape on the right side.

Here's to
the health of
your pharma
supply chain

kinaxis[®]

scottsheldon

In the dynamic, critical world of life sciences navigating the intricate web of supply chain challenges is crucial for success. Speed is synonymous with survival, which means operating at the intersection of urgency and complexity.

Yet, those two things—urgency and complexity—never slow down. Ensuring timely delivery of the right products to patients calls for an updated supply chain orchestration solution. The success of your supply chain hinges on safety, adaptability, and efficiency in a world where stringent regulations, jurisdictional control, product expiry, tender management, clinical trials planning, and new product introductions are everyday concerns. You need to identify problems faster than ever so the best decisions to address an issue can be made and communicated to stakeholders without delay.

It's about keeping the pipeline of innovative products fresh and reliably getting into the hands of providers and patients while remaining financially viable. With an intelligent supply chain management solution that delivers end-to-end coordination and orchestration, it's possible to be more efficient and responsive to challenges. That means a more predictable flow of cash on hand to invest in R&D and production capabilities rather than potentially wasting money on inventory that might turn into expired product.

YOUR REAL-WORLD CHALLENGES UNDER THE MICROSCOPE

We recognize the obstacles life sciences companies face every day—from lack of visibility and transparency to pressure on cash flow and navigating through regulations.

Lack of global visibility and transparency

Accuracy and precision can't be sacrificed when patients depend on your specific drugs, treatments, and solutions. For the best outlook and to meet stringent regulatory standards, you must address supply issues and delivery disruptions as soon as possible. The problem is you can't fix what you can't see.

Siloes are obstacles that stand in the way of progress and lead to decision latency. According to a 2023 LogiPharma survey*, 19% of pharmaceutical supply chain leaders cited limited visibility into the end-to-end supply chain due to data silos as one of the biggest challenges impacting their supply chain today. With raw material shortages impacting the medical technology space and a dense network of CMOs supporting the pharmaceutical industry, limited transparency across the network can open organizations up to immense risk. The problems are compounded with technology that relies on manual inputs, hindering timely transparency and the ability to collaborate along the global supply chain network.



Pressure on margins and cash flow

The research and development of new treatments and solutions is the breath in the lungs of the life sciences industry. Innovative organizations need a deep pipeline of new products to maintain market share and drive growth. But with significant lead-times to move through the approval process, it can take years to recoup those investments. At the same time, as patent cliffs loom, there is a constant loop of pressure to innovate. With inflation and other economic factors increasing the cost of labor and materials—coupled with the costs of inefficient expiry and inventory management—life sciences companies are being asked to do more with less, and quickly.

Efforts to increase efficiency or find new avenues to improve cash flow depend on transparency into all phases of the supply chain. Supply chain professionals need to have a handle on operational and financial metrics with technology that connects all the dots.

Navigating government regulations

Moving a product through the regulatory process can be long and arduous to ensure compliance and patient safety. A push for more Real-World Evidence in a new production introduction process can slow things down even further. Jurisdictional control requirements impact production lines and capacities further increase long lead times, and flavor management brings additional complexity to managing available supply. All of this carries the risk of penalties for non-performance.

Pressure on delivery, performance and wasted and expired inventory

From the time a product is in development to its delivery, there are multiple places where a delay could occur—especially when manufacturing and quality lead times can vary from weeks to months, and approvals have their own timelines.

Once products have received approvals, life sciences companies need to get new products to market, fast. There is pressure on rapid ROI for new product launches. Organizations need to maintain service levels and never miss a commit, while maintaining a balanced inventory to decrease expired product.

Tender analysis and management

Bidding on a tender shouldn't be a guessing game of whether you can or cannot actually fulfill it. You should also be clear about whether fulfilling an order in one business unit could have adverse effects on another. But this is often the case for organizations with a siloed view of orders, inventory, supply, and capacity. And should you miss a commit or deliver with significant delay, you can face major penalties.

To be competitive in this fast-moving global market, you need a solution with capabilities designed to help your organization handle tender management, profit evaluation, risk evaluation and recovery with more efficiency than ever.



A CLOSER LOOK AT SUPPLY CHAIN ORCHESTRATION

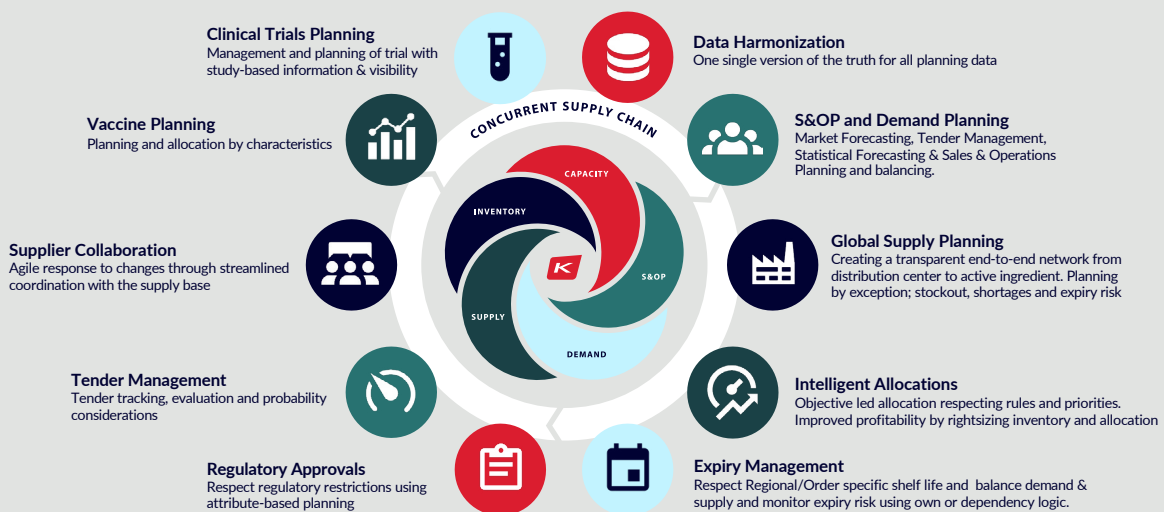
Today's supply chain challenges demand hyper-agile, modern supply chain management techniques – the end-to-end orchestration of people, and physical, digital, and financial assets to meet customer expectations and corporate goals.

While the concept of 'orchestrating' specific parts of the supply chain isn't new, supply chain orchestration is emerging as a new sub-segment of supply chain management – bringing together the most critical activities into a new synchronized process.

Supply chain orchestration rises to the challenge of managing multiple parties, systems and processes to drive high-performance supply chains that can fulfill on time and in full at the lowest possible cost, and to do so consistently, with resilience to changing demands and conditions. The result? Happier customers and healthier margins.

WHAT MAKES KINAXIS RIGHT FOR YOU?

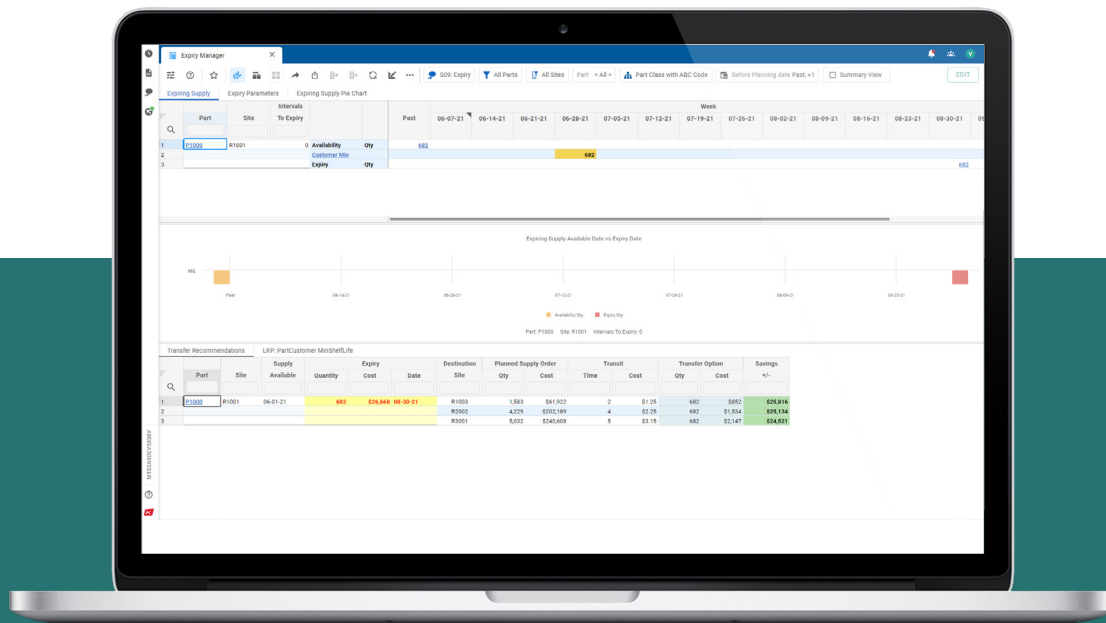
Kinaxis offers pharma-specific functionality and capabilities designed to overcome your unique challenges.



Expiry planning

Expired products cost pharmaceutical companies billions annually in waste. Pharmacies, both retail and hospital, nursing homes, and consumers toss away billions of dollars of medications each year based on stamped expiration dates on stock bottles.

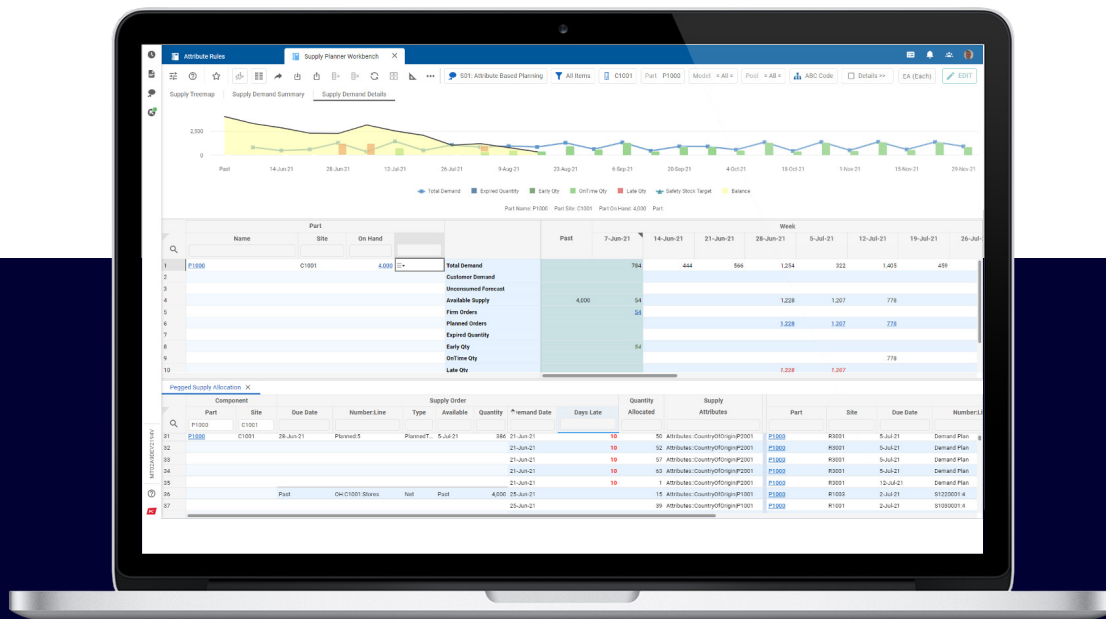
Planning functionality is needed to anticipate expiry and replace that product. Kinaxis expiry management helps pharmaceutical companies manage expiry for everything from raw materials to WIP, and finished goods. Product expiry monitoring includes country- and affiliate-specific criteria for allowable shelf life, lot-for-lot requirements and freezing and unfreezing constraints, with automated alerts so you can take action before inventory is no longer usable, eliminating waste and freeing up cash flow to re-invest in R&D and operations.



Attribute-based planning

Global regulatory agency requirements and approval timings vary and pharma companies operating on a global scale need to ensure they remain compliant. With this requirement for jurisdictional control, any time a change is made in production processes or equipment, new filings are required across these global agencies.

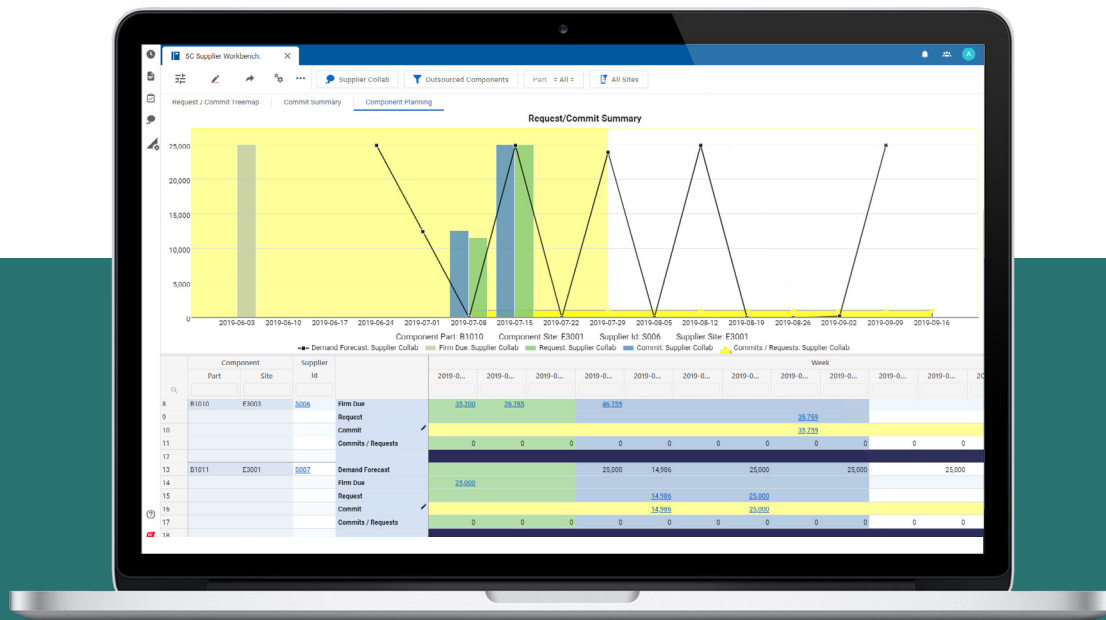
With Kinaxis, pharma leaders can assign attributes or rules to account for the different flavors waiting for regulatory approvals and more effectively plan production and supply over approval horizons. With approval timelines ranging from 30 days to several years, planning becomes more and more complex as these changes accumulate. Attribute-based planning simplifies and automates the planning process to remain compliant with regulatory while meeting customer demand. Pharma leaders can incorporate constraints due to process and equipment changes and regularly assess risk and recovery strategies to keep business moving forward.



Supplier collaboration

With an average of a third of product manufacturing operations outsourced, and in some cases 100%, CMOs are a mission-critical link in your supply chain. This also means they hold tremendous risk and typically there is limited transparency into their operations, current supply and demand expectations.

With supplier collaboration functionality you can efficiently and effectively collaborate with your entire supplier network—and give suppliers the ability to sense changes and prevent disruptions in your supply chain before they happen. Gain visibility by drilling down into all tiers of suppliers and respond to changes with agility through streamlined coordination with the supply base. Empower your suppliers to review orders, see expected, committed and actual delivery dates and alert the network of late orders. To avoid missed or late orders, communicate scenarios to suppliers, and work with them to choose the best option to maintain patient service levels. Easily configure the application to add additional data streams, including around new product introduction to quickly ramp up production once a product receives approvals.

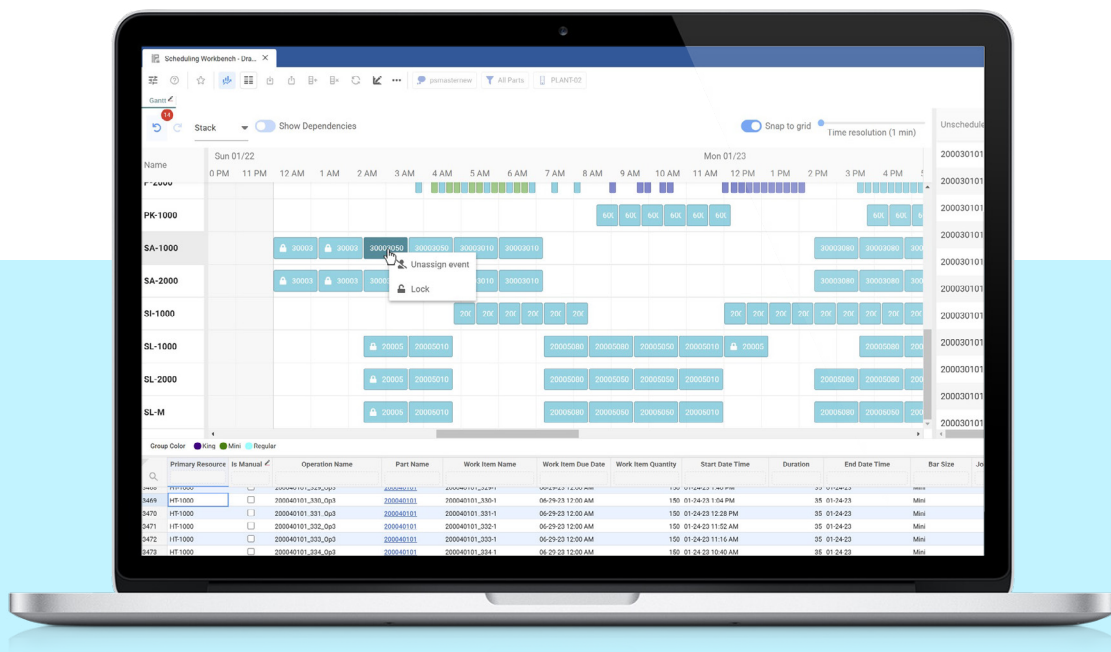


Scheduling

Using point-solutions for individual site scheduling as part of a larger supply chain plan leads to delays, frustration and failure. Without transparency across the enterprise, valuable, site-created information stays at its location, rather than being propagated across the network. This can lead to unnecessary changeovers and downtime, limiting your ability to serve patients and disrupt cash flow.

With scheduling solutions from Kinaxis, pharma leaders can efficiently manage all plants in a multi-site environment, avoiding delays and more effectively utilize capacity, plan for changeover constraints, and minimize disruption.

Pharma leaders like you benefit from fidelity resource modeling to reflect true capacity, accommodating any type of shop layout including Assembly Shop, Production Line and Flow Shop, and mix-and-match different layouts in one application, with the same interface and capabilities, to account for each location's methods and regulatory requirements. Your production schedule can also account for factors like freezing and unfreezing of products, shelf-life considerations and lot control to plan for regulatory compliance. You can maximize capacity and minimize changeovers by smarter sequencing, taking constraints, such as material, resources, time and sequence, into account to create feasible production schedules and more effectively utilize secondary resources to eliminate downtime. Balance multiple KPIs with score card views of all your scheduling KPIs, including OTIF, manufacturing lead times and schedule attainment/adherence. And turn activity into process, sharing best practices across all sites.



Logistics and fulfillment

The globalization of pharmaceutical manufacturing and distribution networks has led to increased supply chain complexity, with products often traversing multiple countries and jurisdictions before reaching the end consumer. You need to get critical products to the doctors who need them—often under tight deadlines—but managing global supply chains involves navigating diverse regulatory environments and regular delays and disruptions, which pose significant logistical challenges to OTIF delivery.

Kinaxis order and transportation management capabilities enable you to automate and optimize logistics across the full order life cycle, from order planning through last mile execution. Logistics leaders can dynamically allocate orders and select optimal partners and routes for fulfillment to make the best, most cost-effective use of their resources and support just-in-time deliveries. End-to-end supply chain visibility and documentation over every touch point and transaction during multi-leg, multi-modal execution ensures you stay compliant and offer greater reliability and transparency to your customers.

Real-time alerts about potential risks alongside always-on optimized, automated re-planning ensure you take the best immediate action directly within the application to stay agile and ahead of disruption. Execution updates can be automatically fed back to planning to stay up-to-date and keep supply and demand in sync.

VALIDATION FROM THE EXPERTS

If you'd like validation that Kinaxis is a Leader in supply chain planning solutions, look no further than Gartner®.

The 2023 Gartner Magic Quadrant™ for Supply Chain Planning Solutions positioned Kinaxis furthest on Completeness of Vision and highest on the Ability to Execute, making us the first and only vendor to ever be placed furthest on both axes in this report.¹

In the 2023 Gartner Critical Capabilities report, Kinaxis scored above average in all 15 capabilities and was ranked top in the following areas: supply planning basic functionality, multi-enterprise planning, decision/plan alignment, process management, data integration, scenario management, user experience, scalability and performance/speed, and solution extensibility.

“One of the great benefits we've had from RapidResponse is that we're now able to manage shelf-life planning to a level of detail that's enabled us to reduce our write-offs due to expiry.”

DOUG KELLY

(Former) Director, Supply Chain Management at Merck

“Before I bid for a tender or a new customer, I need to check whether I'll be able to service it. That becomes very easy when you use scenario modeling.”

DR. RAVI MATHUR

Vice President Supply Chain Management, Dr. Reddy's

ENDNOTES

- 1 Gartner, Magic Quadrant for Supply Chain Planning Solutions, A. Salley, T. Payne, P. Orup Lund – 2021, 2022, 2023

Gartner, Magic Quadrant for Supply Chain Planning System of Record – 2014, 2016, 2018

Gartner, Magic Quadrant for Sales and Operations Planning Systems of Differentiation – 2019, 2017, 2015

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ABOUT SCOTTSELDON

At Scott Sheldon, we combine advanced technology with practical, results-driven solutions to deliver measurable business impact. As a trusted Kinaxis implementation partner and value-added reseller, we specialize in helping businesses streamline operations, enhance agility, and reduce complexity in their supply chains. Our expertise extends across industries including Life Sciences, where precision, compliance, and adaptability are critical for success.

In Life Sciences, we know that getting the **right product** to the **right location** at the **right time** isn't just a goal—it's a necessity. We get it. The demands of patient care, regulatory compliance, and supply chain resilience require precision and speed. We help companies improve demand planning, enhance visibility, and optimize inventory positioning to ensure that life-saving products and critical medical supplies reach the people who need them, when they need them. With a strong focus on user adoption and change management, we empower organizations to embrace digital transformation with confidence, driving long-term success in a rapidly evolving industry.

For more information, contact us at info@scott-sheldon.com or visit our website at www.scott-sheldon.com.

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