

CONNECTING DECISIONS IN THE PHARMA INDUSTRY



The Pharma industry faces unique challenges:

- New modalities and new ways to reach patients
- More outsourcing production to contract manufacturers
- Higher sensitivity to disruptions, trade disputes, and regulations

These challenges require thoughtful decision-making, a focus on building resiliency, and continued evolution of business capabilities to **bring more medicines to patients faster**.





7 USE CASES FOR THE PHARMA INDUSTRY



Network Design of Facilities and Product Lines.

Going beyond the traditional costcutting approach to network optimization by considering crossfunctional impact and margin-based optimization.

Product/ Customer Profitability

Understand the financial impact of serving customers, determine the contribution margin, and discover opportunities based on service capacity.

Pharma companies can optimize their product portfolios based on the impact on patient outcomes and the impact on the business.



End-to-End Strategy + Financial Scenarios

Higher levels of fragmentation require end-to-end optimization and driverbased financial planning to meet demand and corporate objectives such as growth, profit, and revenue.



Sourcing & Procurement

What is the optimal mix between internal and external contract suppliers? What should those contract terms look like, and for how long?

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Production Strategy

Considering the footprint strategy, what to make vs. contract, where partnerships can be beneficial, and the potential value of mergers and acquisitions



Sustainability Strategy

A circular economy approach in pharma minimizes resource input, waste, emission, and energy leakage by slowing and closing material and energy loops.



Business Continuity Planning & Supply Chain Risk

Long-term business model/risk evaluation

That is why we are: REAL DECISIONS. OPTIMIZED. Get in Touch with Us, we are Happy to help!

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