

NEW TECHNOLOGIES IN LIFE SCIENCES
CREATE OPPORTUNITIES TO IMPROVE
PATIENTS LIVES AND CAPTURE
COMMERCIAL VALUE.

Is Your Supply Chain Designed to Deliver?

The technology shift in the industry requires companies to continuously innovate

As a life sciences company, you are on the front-lines of the emerging digital technologies and a growing aging population. Will your supply chain enable you to continuously adapt to the key trends that are shaping the industry:



Personalized Medicine

The global personalized medicine market is forecast to reach \$2.4 trillion in 2022 at a compound annual growth rate of 11.8%, more than double the projected 5.2% annual growth for the overall healthcare sector.¹



The Impact of Artificial Intelligence (A.I.)

74% of life sciences executives believe A.I. will result in significant change and even completely transform their industry within three years. Using AI for key clinical health applications could potentially create \$150 billion in annual savings for the US economy by 2026.²



Merger and Acquisition (M&A) Activity Heating Up

Law firm Baker McKenzie, meanwhile, foresees healthcare transactions reaching \$331 billion in 2019.³

When the importance of the decision requires the smartest analysis, innovative life science companies rely on LLamasoft to show them trade-offs and options for how their supply chain should be designed to create desired business outcomes. The LLamasoft Digital Design and Decision Center puts powerful answers in the hands of supply chain decision makers - across strategic, mid-range and operational time horizons - making data-driven decisions a reality within and across supply chain functions. With the ability to visualize, simulate and optimize your end-to-end supply chain processes, you'll be able to answer the most complex supply chain transformation questions.

Supply Chain Design Makes a Difference

Life science companies that proactively redesign their supply chains with LLamasoft can respond rapidly to the changing market environment and design their supply chains to meet their profitability and service goals. Our life sciences customers identify an average of 6% total variable cost savings while driving operational transformations – requiring new interconnected decisions across supply chain functions including:

- Greenfield Analysis
- Sourcing Optimization
- Inventory Optimization
- Network Design
- Production Optimization

How are Global Life Sciences Companies Leveraging Smarter Supply Chain Decisions?

LLamasoft life sciences customers include some of the largest and most innovative companies in the world. Here are the stories of life sciences customers' achievements with LLamasoft solutions:

- A Canadian medical testing company won the contract to provide testing services in several Canadian provinces with the help of LLamasoft. The company was expanding rapidly and bidding to become the sole government approved provider for a large province. Facing a potential three-fold increase in business volume, the company needed to redesign critical aspects of their service network. With the help of LLamasoft, they designed a modified network to overcome potential weak points in existing processes and network design. The analysis helped determine the best locations for new labs as well as their capacities to create a network that could deliver the needed service levels at the best possible costs. Armed with this detailed plan of action, the testing company won the contract and now provides testing services across Canada.
- A Fortune 500 health care services company saved \$430k in inventory carrying costs. The company deployed LLamasoft solutions to evaluate the makeup of its' distribution network and find ways to reduce inventory, transportation, and labor costs while improving customer service. With the help of LLamasoft, they built a model to depict the present operation of their supply chain network and then examined what-if scenarios to gauge the impact of combo runs on transportation, inventory, and labor. As a result, the company switched to double-stop delivery, and a year after witnessed a reduction of inventory totaling \$2.8 million in one facility, and \$1.9 million in the second. This translated into over \$400k of savings in inventory carrying costs. They also decreased the number of shipments which reduced shipping costs by \$276k.

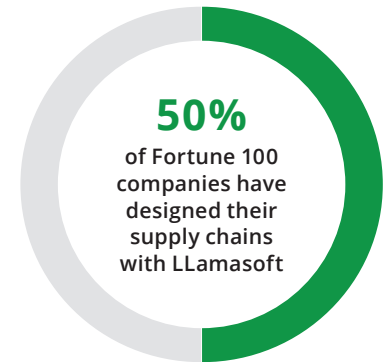
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Gartner

Supply Chain Top 25

24 of the Gartner's Supply Chain Top 25 companies leverage LLamasoft technology for the supply chain decisions.



3,000+
LLamasoft has supported over 3,000 supply chain analysis and design solutions.

1. Global Life Sciences Outlook
2. Accenture Life Sciences Trends
3. Baker McKenzie Global Transactions Forecast 2019

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