



From R&D and Product Launch to Commercialization

Introduction



- Over 10 years senior IT leadership in the medical device and biotech industries
- Expertise in ERP solutions including QAD, SAP, and Oracle
- Expertise in Computer Systems Validation
- Accomplished industry thought leader and speaker
- Active member of various AdvaMed working groups helping to advance medical technology
- Extensive knowledge of global Regulatory & Quality & Compliance

FROM R&D AND PRODUCT LAUNCH TO COMMERCIALIZATION

The Ever Changing Nature of the Industry

Keeping up with Change is the Greatest Challenge

- The environment today will most assuredly change to meet the demands of tomorrow.
- Change is the only constant
- New challenges will arise that require immediate attention.



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What Keeps You Up at Night?

- Changing Business Models
- Demand for innovation
- High M&A Activity
- Tightening regulatory environment
- Supply chain visibility and governance



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Disruption is forcing change

Anything as a Service
(XaaS)

Make to Order
at Scale

Digital Transformation
of MFG

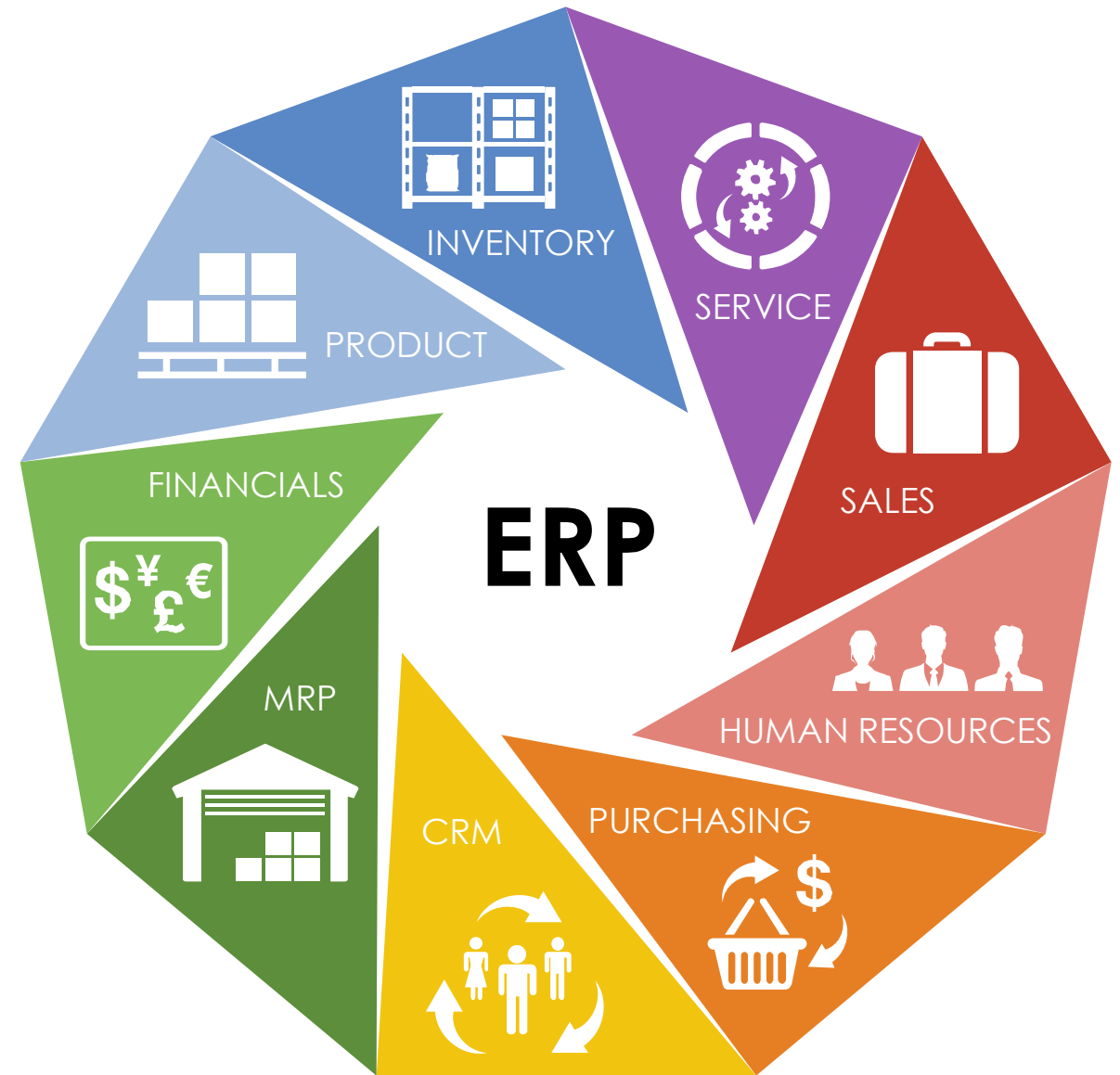


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What is Enterprise Resource Planning (ERP) in Life Sciences

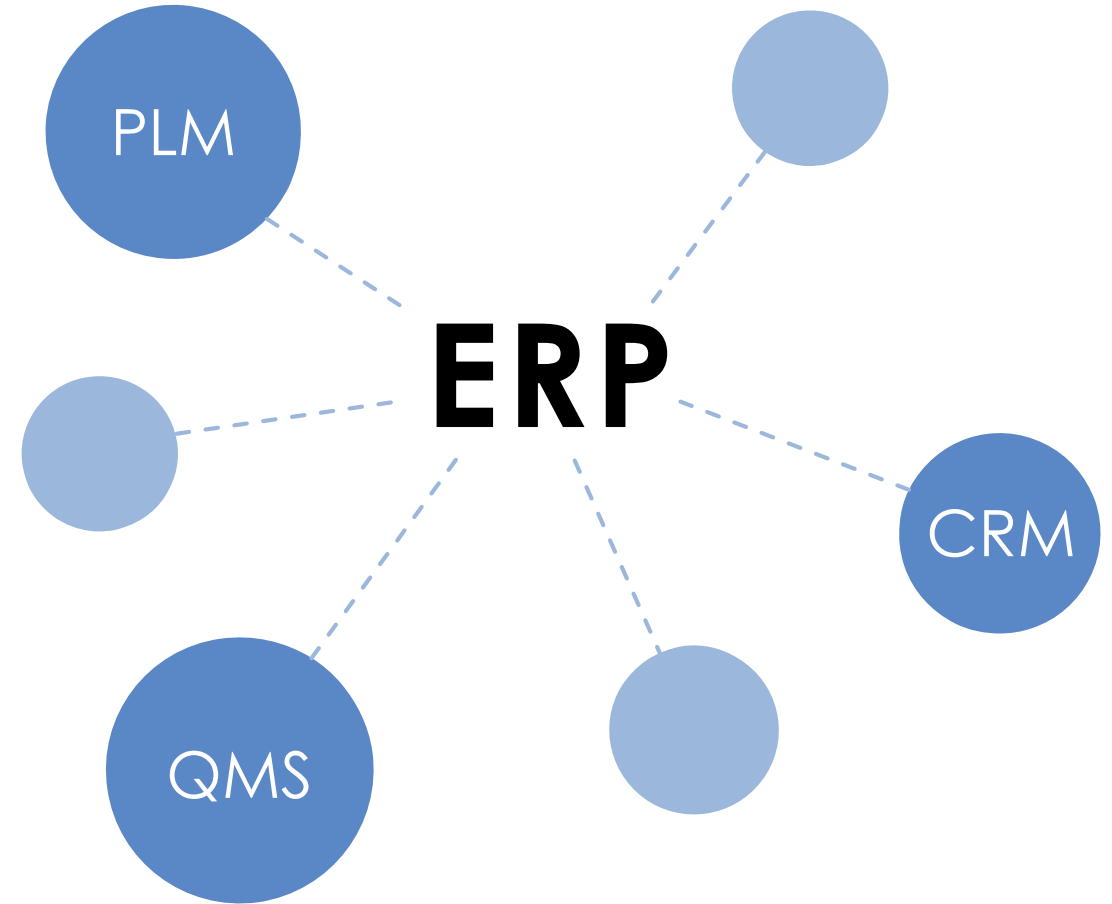
Role of ERP in Life Sciences

- ERP supports the integration of the primary functional areas of organization's business process into a single cohesive system.
- What differentiates ERP for life sciences:
 - cGMP
 - Regulatory/Quality



Data Sharing Across Systems

- Requirements Evolve
- Increased reliance on sharing data across systems



Living in the Cloud

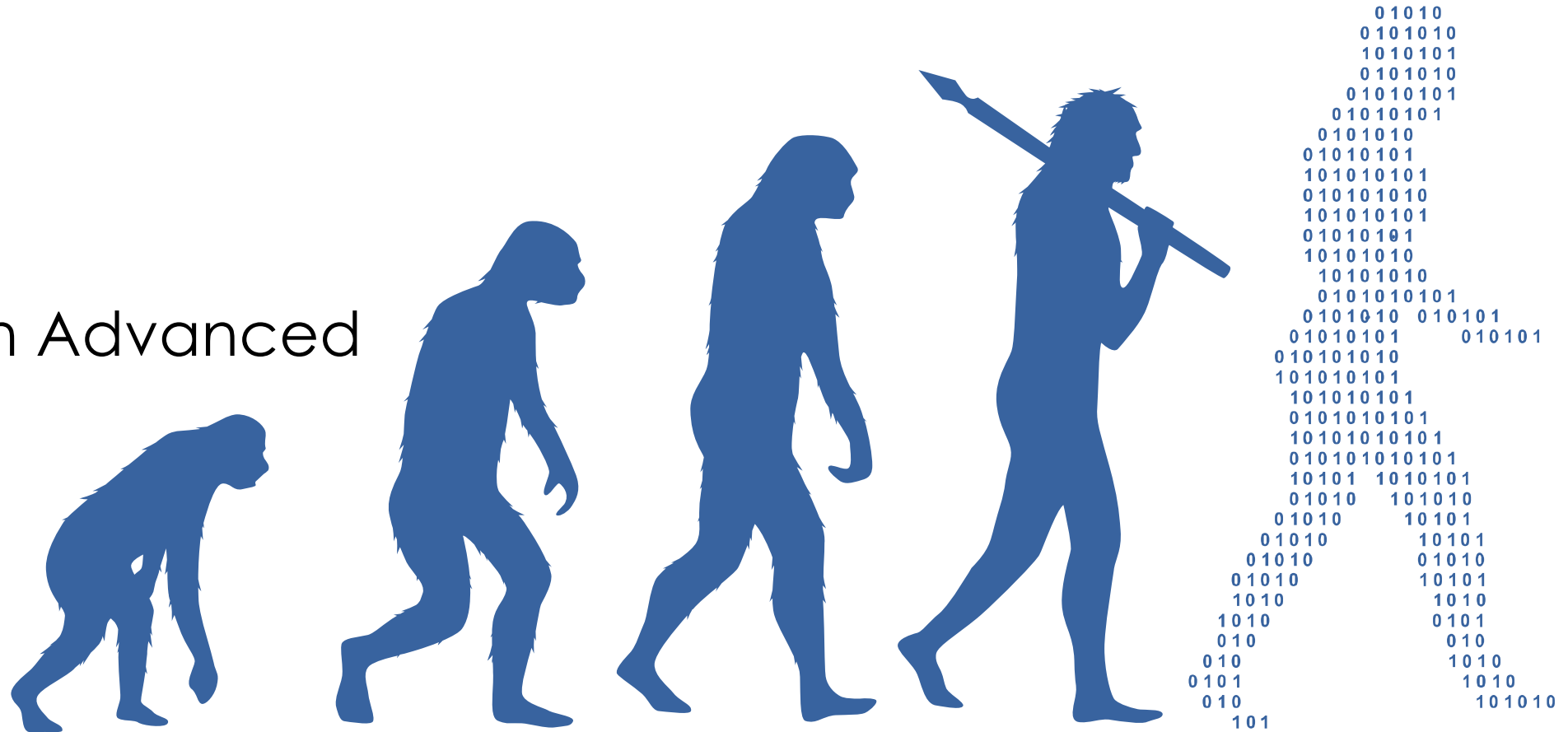
- Cloud has enabled greater global expansion and opportunity
- Cloud ERP Enables Life Sciences
 - Vast Amounts of Data
 - Easier means of sharing data
 - Outsourced Infrastructure
 - Security
 - Validation
 - Regulatory and Compliance
 - Scalability



Modern ERP in Life Science

ERP Must Evolve


- Rapid
- Flexible
- Feature Rich
- Investment in Advanced Technology



Benefits

ERP REDUCES
Operational Costs By **23%**
Administration Costs By **22%**

MODERN ERP SYSTEMS INCREASE ON-TIME DELIVERIES BY 24%



Source: Aberdeen Group

TOP 3 Benefits users gain from ERP SOFTWARE

- Reduced Process Time
- Increased Collaboration
- Centralized Enterprise Data

Fast deployment options
Organizations with more agile deployment can reduce implementation costs by:

70%

Intuitive easy-to-use interface
ERP solutions that look and feel more like consumer applications can reduce training time and costs by over:

80%



Interconnectivity with other productivity apps
Gives an advantage to businesses by reducing operational costs by:

13%



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