

SUPPLY CHAIN DESIGN & PLANNING

Improving Patient Care and Commercial Value with Advanced Technologies

Accelerating disruptions have revealed the fragile nature of life sciences supply chains and the need for rigorous risk management

Numerous trends and disruptions, including an aging population, development of bio-specialties, emerging markets, and a global pandemic are forcing life sciences organizations to rethink their supply chains for more agile operations and continual innovation.



COVID-19 Causes Reevaluation of Operating Models — Following COVID-19 supply chain disruptions, life sciences executives are taking early steps to reevaluate operating models. A vast majority (92%) of those surveyed believe their global supply chains are no longer fit for purpose; 56% say they are taking steps to change their global supply chains.¹



The Impact of Artificial Intelligence (AI) — 74% of life sciences executives believe AI 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



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.³

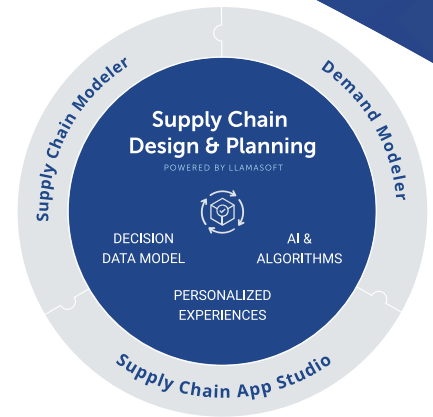
Planning for growth while managing risk requires investment in digital technologies to help you continually monitor and adapt your organization's supply chain. Coupa Supply Chain Design & Planning powered by LLamasoft puts AI and advanced analytics into the hands of your supply chain decision makers for faster, smarter strategic and operational decisions. Create a digital twin of your supply chain, perform rapid evaluation of what-if scenarios to assess trade-offs, and generate data-driven insights. You'll be well prepared to optimize your supply chain for greater efficiency and to meet changing market conditions.

1. EY Global Capital Confidence Barometer
2. Accenture Life Sciences Trends
3. Global Life Sciences Outlook

Adopt continuous supply chain design and planning

Life sciences companies that proactively redesign their supply chains with Coupa are planning with agility in mind to meet their profitability, risk, and service goals. Our life sciences and healthcare customers identify an average of 13.5% project savings while driving operational transformations – requiring new interconnected decisions across supply chain functions including:

- Risk Management
- Inventory Decisions
- Mergers, Acquisitions and Divestitures
- Capacity Planning
- Network Infrastructure/ CAPEX Investments
- New Product Launches



See how global life sciences companies are making smarter, faster supply chain decisions

Coupa life sciences customers include some of the largest and most innovative companies in the world. Here are stories of their achievements using our solutions:

- The world's largest medical device company had to respond quickly in the face of a sudden and unprecedented shift in demand and supply caused by COVID-19. Their supply chain is highly complex, supporting 250,000 SKUs, 86 manufacturing plants, 57 distribution centers, and almost half a million customers across 186 countries. Working through this crisis, they have put in place a digital twin foundation together with advanced analytics capabilities for ongoing insights, what-if experimentation, and speed to execution to enable data-driven decision making across its global supply chain. One of the first medical device companies to design a digital twin of their end-to-end supply chain that creates "living" cost to serve analysis, this customer has increase project delivery velocity that yields 35% in value.
- A global biologics research and development arm of a leading pharmaceutical company needed to identify and quantify risk in the supply chain network to build resiliency in order to eliminate drug shortage for a life-saving infant lung disease. Drug shortage was devastating for patients as no substitute drug existed. The company was using an Excel based tool incapable of predicting inventory quantity and timing. The largest impact on delivery timing was due to unknown risk factors. Running forward-looking sensitivity and risk modeling scenarios to create contingency plans enabled fast response to unplanned supply chain disruptions to avoid drug shortages. The new production plan ensures nearly 100 percent on-time delivery of this critical drug with continuous evaluation for risk.

To learn more about how Coupa can help you make AI-powered decisions for supply chain agility, visit us at coupa.com

Gartner Supply Chain Top 25

23 of the Gartner Supply Chain Top 25 companies use LLamasoft for their supply chain decisions.

\$2T in Spend

The Coupa platform contains \$2T of spend under management and growing.

\$60B in Value

Our customers have identified more than \$60B in value from solution insights.