



# QAD BIOPHARMACEUTICALS

## TODAY'S CHALLENGES

Biopharmaceutical manufacturers face a marketplace being disrupted by increased competition, expiring patents and a growing generics market.

Improving commercial models requires access to better real-time data. Unifying data across a common provider, patient and partner platform gives all stakeholders a single view into valuable operational and customer insights.

## FUTURE TRENDS

Biopharma companies will invest in digital technologies like artificial intelligence and machine learning to support the identification and development of new breakthrough treatments.

The increasing complexity of biopharmaceuticals, coupled with the growth of highly personalized medical therapies and devices, will drive increased complexity in supply chain operations.

Leading drug companies are reinvesting as much as 20%<sup>1</sup> of drug sales revenue into new drug development.

There is increasing pressure on pharmaceutical companies to price therapies based on outcomes.

The historical focus on quality, cost and delivery continues and is intensifying.

With market changes pointing toward a strategic focus on deal making and external innovation, cross-industry and cross-enterprise collaboration, particularly in R&D, is becoming the new normal operating model. A full view into the supply chain and manufacturing allows for seamless internal and external collaborations.

## IMPERATIVES FOR KEY DECISION MAKERS

Successful COOs need to modernize processes with the help of advanced technologies, such as IoT, for production and warehouse operations. This will improve regulatory compliance, quality and delivery, support the rollout of connected products and services and improve IT/OT integration.

CEOs need to ensure their company is agile enough to execute rapidly on key decisions. The CEO will continually need to balance cost, innovation, risk and investment.

CIOs need to move from old, unsustainable, insecure

systems and spreadsheets to agile solutions, so that their organization can rapidly adapt to changing business models and deal effectively with the turbulent external environment.

The VP of Purchasing must become more strategic, moving from price-centricity to viewing and managing the complete supply chain, by improving visibility and applying best practices.

The VP of Regulatory and Quality must be constantly aware of new industry regulatory and compliance requirements and be flexible enough to react quickly.



## HOW CAN QAD HELP?

QAD has been a trusted solution partner to biopharmaceutical companies for decades. QAD actively participates in global industry associations in developing standards for quality, the supply chain and corporate responsibility. QAD incorporates the resulting practices in its solutions.

QAD Adaptive ERP provides a comprehensive yet flexible solution for global manufacturers, supporting the unique needs of each manufacturer and offering excellent fit out of the box. Our cloud-based, FDA-qualified environment reduces the effort required for software validation and 21 CFR Part 11 and Annex 11 compliance. It supports track and trace and the serialization to meet the DSCSA and Falsified Medicines Act, helping manufacturers to meet ever-evolving compliance requirements.

QAD Enterprise Platform, the application platform for QAD Adaptive ERP, simplifies the need to be flexible in a rapidly changing industry. It also makes it easy to extend the ERP solution through low/no code techniques which limits the need for costly and difficult to maintain customizations.

QAD is known for fast and dependable implementations and around-the-clock global support via the QAD Cloud.

QAD offers an integrated application portfolio, QAD Adaptive Applications, that supports the distinct planning and manufacturing needs of biopharmaceutical manufacturers. Solution examples include quality management, warehousing, demand and supply chain planning, and manufacturing shop floor visibility.

For more information on how **QAD Adaptive ERP** can help your company, please contact QAD at +1-805-566-6100 or email [info@qad.com](mailto:info@qad.com).

<sup>1</sup>Global Pharmaceuticals: 2018 industry statistics, Hardman & Co., April 2019.



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100 Innovation Place, Santa Barbara, CA 93108