

Enterprise Transformation

The path to ROI

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Success

Agenda

01

Scene set

02

'Next-Gen'
paralysis

03

Coffee n'
Cakes

04

Scoping

05

Metrics

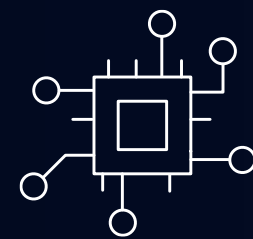
06

Golden
Rules

Scene set

Despite countless efforts to transform the industry, timelines (or spend) have not tangibly improved during the past 20 years across life-sciences

What Are the **Hard** and **Soft** Value- Drivers?



'Hard' Business Reasons

COST • SPEED

The 'Grey Area'

QUALITY • DATA REUSE

'Softer' Business Reasons

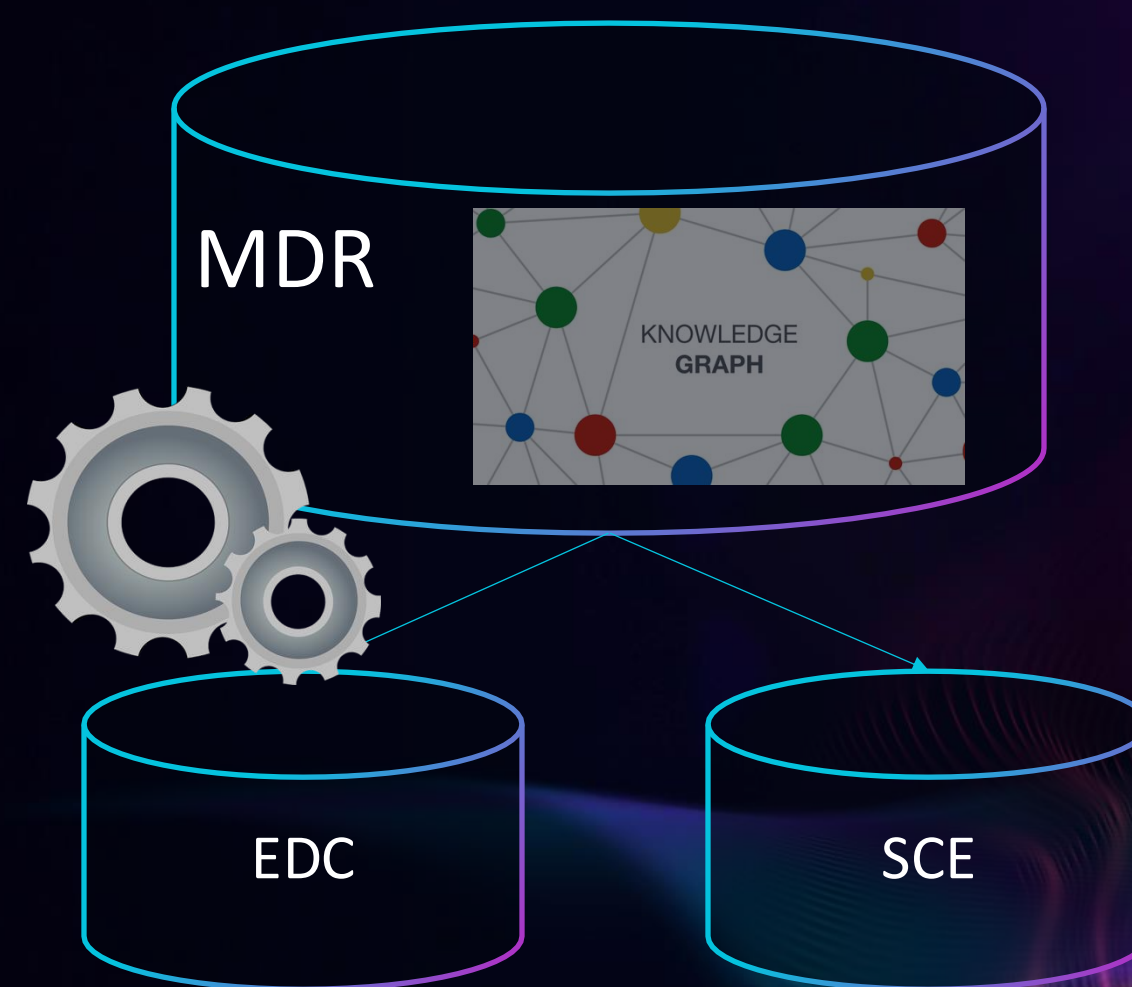
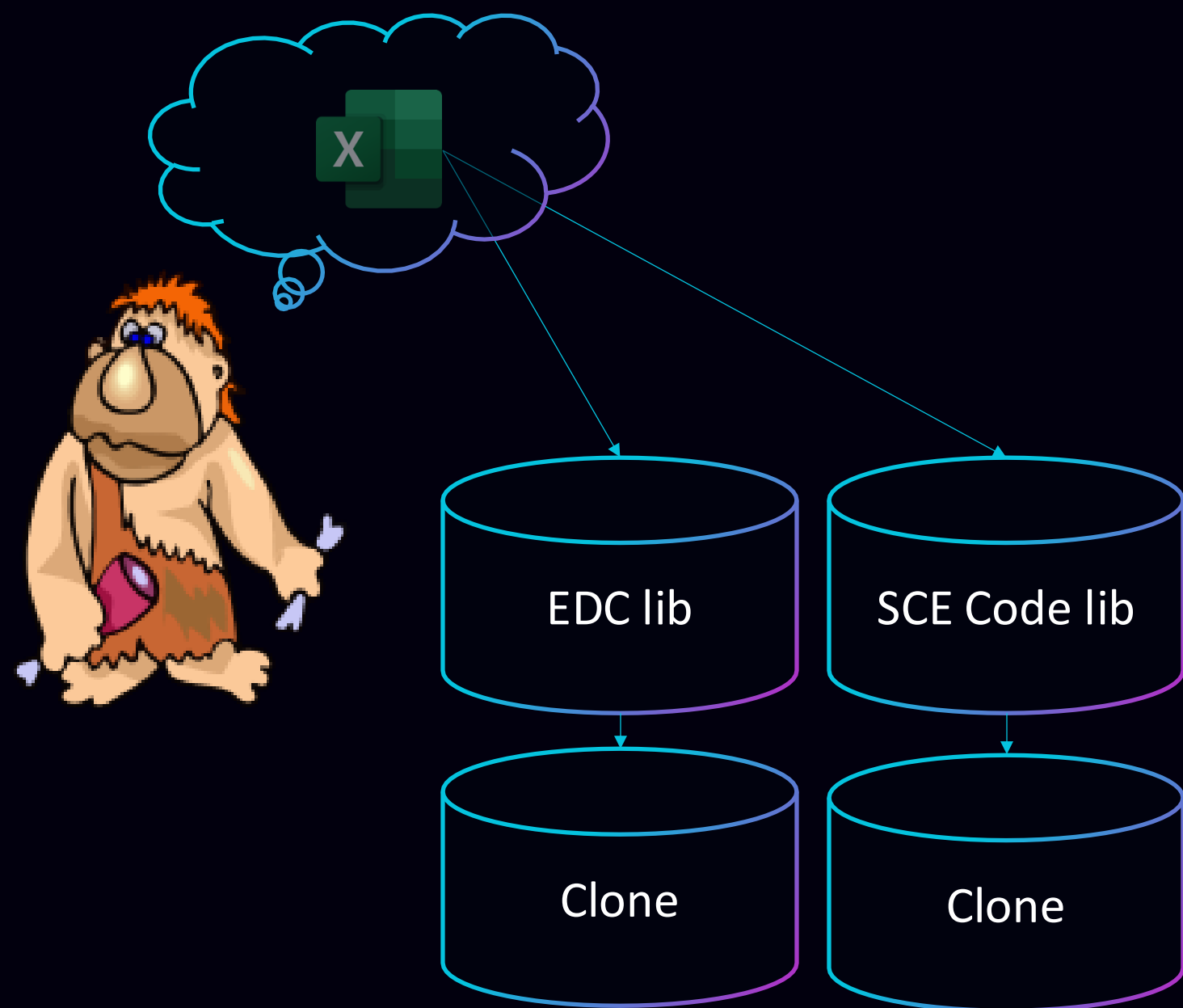
SCALABILITY • UI

‘Next Gen paralysis’

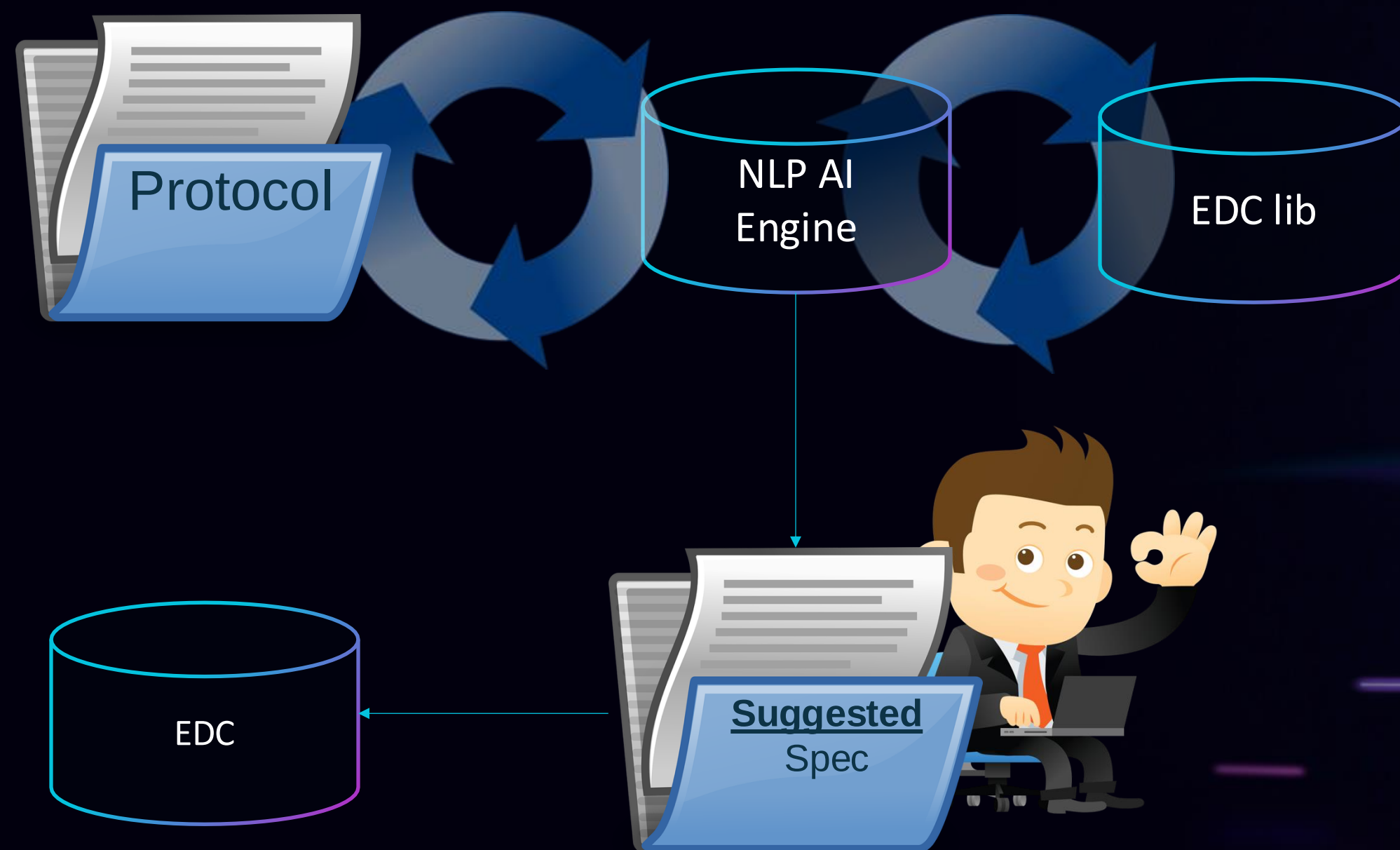
Target the implementation of trending buzzwords, academic concepts or new ‘next gen’ SaaS offerings

TRIPLE-STORE mHEALTH
CLOUD CONCEPT-GRAPH
BIOMEDICAL-CONCEPTS
BLOCKCHAIN IOT
ARTIFICIAL-INTELLIGENCE
WEARABLES MACHINE-LEARNING
MDR

Example 1: Metadata driven automation



Example 2: AI to fix all...?

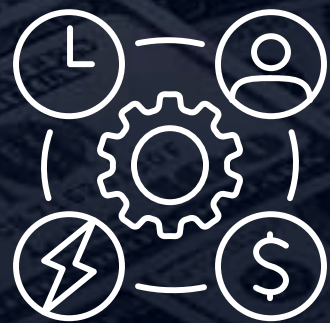


A group of five diverse professionals are gathered around a wooden table, smiling and clinking their coffee mugs in a celebratory toast. The group includes a man with glasses and a beard, a woman with blonde hair, a woman with dark hair and glasses, and a woman with blonde hair. They are all dressed in casual business attire. The background is a bright, modern office space with large windows. The text "Project Release Day Coffee and Cakes!" is overlaid in the center of the image.

Project Release Day Coffee and Cakes!

What exactly are we celebrating?

Multi-Million Dollar Budget Spend



Project Resources



License



Consultancy Fees

3-5 years later...





Mission Scoping



Vision is to reduce
operating costs by
50% within 5 years





How to Realise These Benefits

Vision is to reduce operating costs by 50% within 5 years



\$16m ► **\$8m** annual operating spend

How to Realise These Benefits

Vision is to reduce operating costs by 50% within 5 years

\$16m ► \$8m annual operating spend

Implement New Technology

\$8m net savings





How to Realise These Benefits

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\$16m ▶ \$8m annual operating spend

New technologies are only the enabler, to realise the effect we must:

Steadfastly align on new operational vision

Change capability landscape

Change operational processes

Automate

Change enterprise attitude to risk

Become lean



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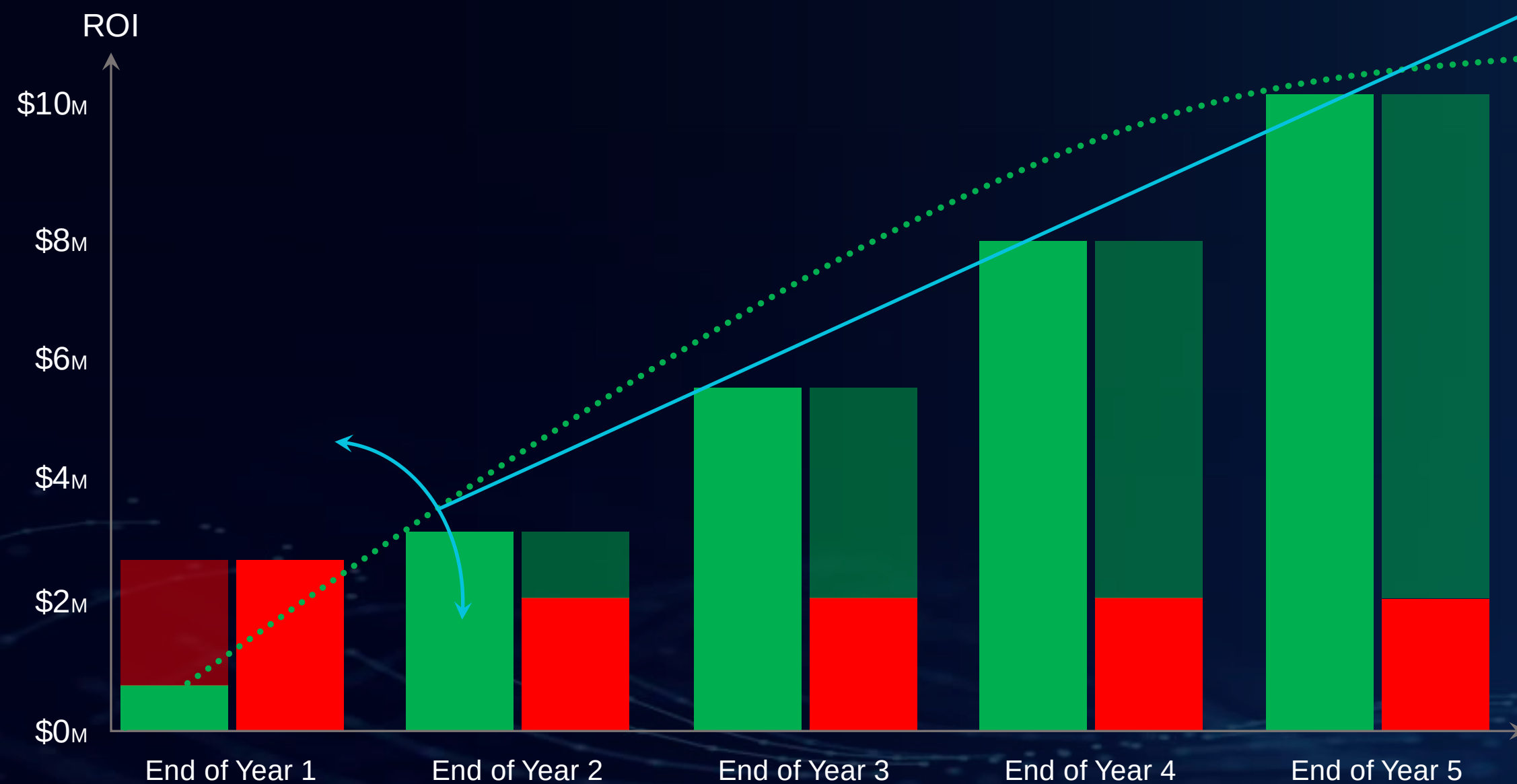
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How to Realise These Benefits

Vision is to reduce operating costs by 50% within 5 years

\$16m ► \$8m annual operating spend



► Spend ► New Loss ► Cost Avoidance ► New Savings

THE OPPORTUNITY AND RATE OF ROI REALISATION IS MASSIVELY AFFECTED BY

Scale of operation (#FTE)

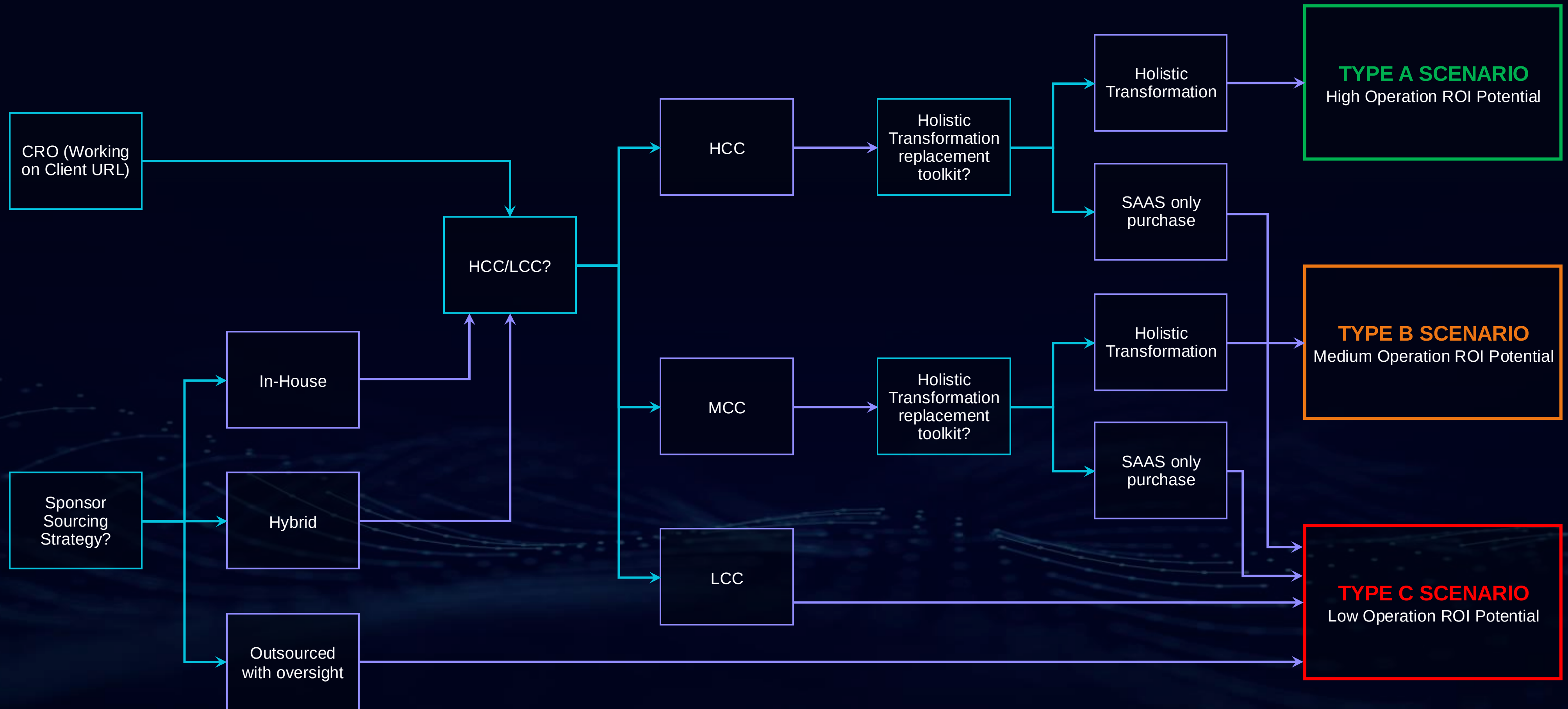
Speed of onboarding (studies per year)

LCC/HCC FTE costs can vary >80%

Operational Strategy (insource, outsource, FSP, managed services)

License costs

Operational ROI Potential



ROI Strategy vs Organisation Scenario

TYPE A SCENARIO

High Operation ROI Potential



HIGH PROBABILITY ROI OPPORTUNITIES

Significant FTE leaning /
operational efficiency

Speed

Data Quality

Significant System stack
consolidation

Data health

TYPE B SCENARIO

Medium Operation ROI Potential



HIGH PROBABILITY ROI OPPORTUNITIES

Moderate FTE leaning /
operational efficiency

Speed

Data Quality

Moderate System stack
consolidation

Data health

TYPE C SCENARIO

Low Operation ROI Potential



HIGH PROBABILITY ROI OPPORTUNITIES

Scalability (Fit for Future)

Data / process harmonization

Speed

Data Quality

Data health

Metrics are crucial...



- How can we prove we did what we said we were going to do?
- How can I detect warnings signs or opportunities?
- Must be concise, targeted, routinely accessible and USED

Golden Rules



Build Achievable, right-sized visions

Be problem focussed, not solution
obsessed

Ensure Alignment

Ruthlessly – Be laser focus

Measure and morph

Coffee n' cakes