Unleash the agility to operate in ways you’ve never imagined

Accenture Life Sciences Cloud for R&D

High performance. Delivered.
Transforming the Life Sciences R&D ecosystem through collaboration... with efficiency, effectiveness and sustainability
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Transforming the R&D ecosystem

Our clients are looking for:

A partner that enables the shift from a fragmented, siloed business to an integrated, nimble cross-functional approach for product development.

A system that supports end-to-end business processes and proactive operational reporting.

A digitized user experience enabling the agility required to adapt to new emerging business models and in a consistently evolving regulatory environment.

Seamless collaboration, mobilized quickly and secured for growing and specialized vendor portfolios.
Accenture Life Sciences Cloud for R&D is:

The industry platform that enables the agility to operate differently, achieving efficiency with an unconstrained ability to both seamlessly run studies and make strategic decisions, while maintaining regulatory compliance and inspection readiness.
The Accenture Story

Accenture is a leading professional services company, with capabilities in consulting, strategy, digital, technology and operations. We help organizations maximize their performance and achieve their vision. We develop and implement technology solutions to improve our clients’ productivity and efficiency – and may run parts of their business. Ultimately, we enable our life sciences clients to rethink, reshape, and restructure for better patient outcomes.

All 100 of our top 100 clients have been clients for at least five years, and 95 of our top 100 clients have been clients for at least ten years.

$30bn in annual net revenues (for fiscal year ending August 31, 2015).

Offices and operations in 200+ cities in 56 countries.

More than 319,000 employees, including 300 supporting the Accenture Life Sciences Cloud.

Global breadth and depth across 40+ industries and hundreds of offerings.

We serve 89 of the Fortune Global 100 and more than 75% of the Fortune Global 500.

4000+ clients in more than 120 countries.
Accenture Life Sciences

Helping our clients deliver better outcomes, so they can improve the quality of people's lives.

350,000 people, covering 19 industries under 5 operating groups
13,000 Skilled life sciences professionals working in 50+ countries
95% of Fortune 500 life sciences companies
All of the top 10 global bio-pharmaceutical companies

Pharmaceuticals
Biotechnology
Generics
Medical Technology
Medical Devices
Consumer Health
Regulators
Wholesalers
Distributors

Accelerated R&D Services (ARDs)
Up to 15% improved speed to market.
Up to 30%+ cost reduction.
Increased quality, transparency, consistency and compliance.

Commercial Services for Life Sciences
Up to 7% increase in revenues and profitability.
Up to 50% reduction in costs.
Increased speed to market, global scale, consistency and compliance.

Supply Chain Transformation Services
Increase inventory turns by up to 25% and sales revenue by up to 5%.
Up to 10% decreased in transportation costs.
Enhance working capital efficiency by up to 20%.

Enterprise Services for Life Sciences
Up to 20% savings in large scale transformation programs through implementation accelerators.
Industrialized approach and solutions with reduced deployment and compliance risks.
Up to 30% increase in AO productivity.
Accenture Accelerated R&D Services

Accenture Accelerated R&D Services combines our capabilities across strategy, consulting, digital, technology and operations to simplify and accelerate the early research activities, through regulatory submission and ongoing product maintenance.

Our services leverage deep industry experience and customer insights to improve business outcomes and help customers bring new therapies to patients faster.

Our dedicated R&D practice works with 90% of the world's largest pharmaceutical companies.
Accenture R&D Centers of Excellence serve 5 of the world’s top 10 pharmaceutical R&D companies with industry-specific, offshore system implementation, application and business-based service.

First company to:
- deliver clinical data management services offshore.
- deliver end-to-end pharmacovigilance services offshore.
- deliver a fully integrated, end-to-end, software enabled development services solution.

Over 20 years of offshore delivery success including experience in clinical development services, pharmacovigilance and regulatory submission management.

Proprietary clinical data and regulatory information management technology platform, integrating clinical data collection to global regulatory submissions management with process management and metrics.

 Accenture holds Oracle Partner/Network Specialization for Oracle Life Sciences Data Hub.

Over 500 original applications submitted to regulatory agencies.

Deep CDISC and standards management domain knowledge with extensive FDA legacy data conversion experience.

In over 20 years R&D consulting experience across multiple R&D functions and therapeutic areas.
The Evolving Pharmaceutical Landscape
Life sciences companies are embracing a new normal. They are moving beyond the patent cliff and tracking time-to-value. R&D organizations are typically faced with fragmented drug development approaches and significant challenges preventing them from achieving their full potential. Our clients need to overcome these challenges to achieve their full potential and shift to:

- Understanding the voice of patients and developing products for targeted therapies with clinical studies designed with patient outcomes in mind.

- Executing an operational approach aligned to the organization's strategic direction.

- Complementing internal strengths and core competencies with all types of partners.

- Seeking ways to differentiate based on scientific and medical capabilities.

- Improving productivity to accommodate a growing book of work in a changing regulatory environment.
Time and again, we hear from life sciences company leaders that their organizations are trapped on a treadmill—constantly reinventing and replacing old IT systems. Despite all the effort, the solutions aren’t integrated and data are rarely standardized.

Jonathan Burr
Managing Director,
Accenture Life Sciences Cloud
To be successful in achieving the fundamental shift from a fragmented ecosystem with significant challenges to having the ability to focus on value and outcomes driven product development, we believe that R&D organizations must achieve...

- **Accessible knowledge**: Find, exchange and reuse your organization’s expertise and memory.

- **Digital trust**: Have confidence in your people and processes with data, information and documents enabled by a single source of truth.

- **Predictable disruption**: Embed innovation with line of sight to success enabled by a flexible platform.

- **Liquid workforce**: Collaborate with your workforce and partners with agility and flexibly aligned to a common set of goals.

- **Intelligent automation**: Operate in ways you’ve never imagined with your people and digital solutions and services.
The Accenture Life Sciences Cloud (ALSC) for R&D’s mission is to be the industry platform that enables the agility to operate differently, achieving efficiency with an unconstrained ability to both seamlessly run studies and make strategic decisions, while maintaining regulatory compliance and inspection readiness.
In order to enable and achieve accessible knowledge, a liquid workforce, digital trust, intelligent automation and predictable disruption, there are five business use cases our for clients to embrace. With a focus on each use case enabled by the Accenture Life Sciences Cloud for R&D a successful strategic shift for R&D organizations can be achieved across all components.
Value delivered

“We now have access to data and an ability to do things that we never imagined at the start of the project.”

“We have 100% adoption, with senior MDs and VPs accessing data and dashboards delivered by ALSC on a daily basis.”
The ALSC platform enables our clients to use data in ways never before possible creating measurable outcomes.

1. The three primary drivers for adopting standards today are...

   - **94% Regulatory compliance**: Implementation of CDISC standards is important for regulatory compliance.
   - **80% Consistent data across clinical data lifestyle**: Standards are enabling data consistency across the clinical data lifestyle.
   - **65% Process efficiency**: Adopting standards provides operational efficiencies.

2. ...And future standards adoption is projected to catalyze organizational change.

   - **88% Regulatory compliance**: Regulatory compliance remains the dominant benefit.
   - **70% Operational efficiency**: Operational efficiency gains momentum in value derived.
   - **68% Automated Metadata-driven Processes**: Meaningful process automation quickly rises as a top benefit.
Clinical Aggregation Layer Created
What we delivered...

Confidence in data and information with a **single source of truth**.

Ability to **seamlessly track** and **manage** thousands of studies with the push of a button.

Enablement of a **new partner operating model** and an engine for **sustainable innovation**.
Patient Data Simplified
What we delivered...

Simplified access to patient data and study information.

Streamlined processes and documentation that reduce workarounds and inefficiencies.

Accelerated cycle times in study start-up and backend data management processes.

Enhanced quality built into architecture, study design, standards, processes and documentation.
Clinical Development Visualized
What we delivered...

On-demand access to information to achieve operational excellence in running the R&D organization.

Maintenance of regulatory compliance and inspection readiness.

Optimized business partner management, experiences and relationships.
Accenture Life Sciences Cloud for R&D

Accenture’s vision on a next generation R&D technology platform addresses key business challenges across life sciences companies.
The vision of Accenture's Accelerated R&D Services is to help life sciences companies overcome their fragmented approaches and broken systems to enable an outcomes driven, cross-functional ecosystem to eliminate current challenges and achieve their strategic goals. We believe the Accenture Life Sciences Cloud for R&D enables the agility required to make this strategic shift, leveraging our integrated end-to-end R&D platform that is firmly grounded in data and technology standards. Our vision spans the entire end-to-end R&D value chain, from clinical to safety to regulatory, with business process management, integration and analytics at the heart of our philosophy.

Our position as the number one IT Services vendor to the life sciences industry\(^1\) combined with our unparalleled partnerships allow us to realize this vision through the Accenture Life Sciences Cloud for R&D.

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\(^1\) IDC Health Insights report: http://idcdocserv.com/HI239146_accenture
Accenture's Life Sciences Cloud for R&D is a platform that – when leveraged by a life sciences company and its partners - acts as the single source of truth. Through automated integration across the R&D functions it provides the agility and flexibility to seamlessly pull disparate information together creating the ability to:

- Realize your clinical portfolio strategy
- Execute clinical studies
- Enable M&A activity
- Optimize business partner activity
- Sustain regulatory compliance and inspection readiness

On the opposite page you can see how ALSC enables each of these key business uses cases. This is supported by security, integration and collaboration services, as well as by advanced analytics and reporting capabilities across the entire R&D value chain.
Realizing clinical portfolio strategy
Provides you with the freedom to think about your strategic goals by enabling the intelligent management of your clinical portfolio and the agility to make quick adjustments as needed.

Sustaining regulatory compliance and inspection readiness
Provides confidence in your organizations inspection readiness by transforming the end-to-end metadata process while providing confidence in data lineage.

Executing clinical studies
Creates the ability to oversee and manage the execution of your clinical studies in ways never imagined possible, through increased transparency and access to information.

Optimizing business partner collaboration
Impacts all areas of business by transforming how resources interact, consume information, collaborate, and work.

Enabling M&A activity
Facilitates seamless and rapid consumption of information resulting from external activity without completing full integrations.
A Modular Approach with Platform Components Far Beyond Clinical...

Accenture Life Sciences Cloud for R&D

- **User Experience**
  - Platform for R&D Operations

- **Capabilities**
  - Modular, plug-and-play services

- **Platform**
  - Scalable and accessible anywhere

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**Intelligent Patient Data Services**

Enables consumption of various new and historical types of clinical data to build patient oriented studies and better understand products and therapy areas of interest.

**Intelligent Operational Data Services**

Unlocks actionable insights to inform seamless oversight and management of operational activities while proactively identifying and mitigating risks.

**Life Sciences Cloud Coalition**

Gives access to your peers to share experiences, innovate together and drive toward common industry business models.
Our vision is based on the premise that companies are shifting away from identifying, selecting, implementing and integrating individual best of breed capabilities. Shareholders are pressuring life sciences companies to improve results, while reducing costs and meeting the evolving industry requirements.

In order to balance these seemingly conflicting priorities, life sciences companies should explore alternate models. We envision a model where clients can acquire individual capabilities or an end-to-end platform from third-party providers where capabilities are integrated out of the box and operated as Software-as-a-Service (SaaS). SaaS aligns costs with consumption and provides access to the most recent software versions and functionalities.

Building on our backbone and working with leading data and software providers, we have layered data, user experience, capability and platform components across each function in the end-to-end R&D value chain. Our platform combines integrations with traditional transactional systems, as well as cloud-based products from other providers to produce a seamlessly integrated solution.

Accenture was recently positioned in the ‘As-a-Service Winner’s Circle’ Report by HfS Research, with Barbra Sheridan McGann, executive vice president, business operations research at HfS Research stating “Accenture stands out particularly as a leader in this Blueprint because of its ability to partner closely with clients and deliver quality, globally resourced services to support drug development and marketing, and also coordinate across the industry to address common challenges.

“Clients appreciate the developing mindset around using data and digital technology in the context of driving business results, and not for the sake of technology itself.”
Each component of the Accenture Life Sciences Cloud for R&D enables business processes for key stakeholders by creating the agility and efficiency required and expected to achieve in today’s world.

- **Data**: Diverse and complex internal and external data types captured and managed in growing volumes.
- **User Experience**: Digitization of R&D processes enables users with the agility required to adapt to new emerging business models in a constantly evolving regulatory environment.
- **Capabilities**: Next generation capabilities deployed and integrated rapidly to keep pace with changing sciences, capitalizing on platform economy.
- **Platform**: Collaborations mobilized seamlessly, quickly and securely for growing vendor portfolios and collaboration needs.
Accenture's Life Sciences Cloud for R&D enables your organization to capture, store, import and standardize diverse and complex internal and external data types that continue to grow in volume. With this capability our clients are able to compare and contrast data that was previously never comparable, to unlock information about their products and operations never known before.

The users of ALSC are seamlessly enabled through the digitization of traditionally analog and manual processes, creating agility to adapt to the changing business models in a consistently evolving regulatory landscape.

Typical system implementations are long and difficult keeping the business from operating in their ideal way. ALSC’s next generation capabilities are deployed and integrated rapidly to keep pace with changing science and meeting the expectations of your stakeholder needs.

Lastly, as we continue to see the industry evolve, collaborations have become key to successfully operate. Whether the partnership is a source of service or innovation, a seamless capability is required to maintain relationship. Our platform approach enables collaborations to mobilize seamlessly, quickly and securely.
Intelligent Patient Data Solutions

Leveraging ALSC's Intelligent Patient Data Solutions enables end‐to‐end automation of your data flow from program design through study submission.

Clinical study data captured by or imported from your tool of choice is seamlessly collected, cleaned, standardized and aggregated, while maintaining a secure audit trail and tracking of data lineage to enable compliance.

“We have significantly streamlined our patient data flow and are in value realization mode right now... being able to perform our business more efficiently than ever before”
Intelligent Clinical Insights Solutions

Leveraging ALSC's Intelligent Clinical Insights Solutions creates transparency around the information, documents and processes required to achieve operational excellence during study design, planning, management, closure and submission.

Predictive analytics enables organizations to discover insights about their products and studies to anticipate changes and outcomes.

“We manage all aspects of our R&D organization with ALSC... clinical, regulatory, QA and finance all access the reports and dashboards to drive their daily activities”
The Life Sciences Cloud Coalition

Along with the cloud-based platform, Accenture has created a Life Sciences Cloud Coalition which provides membership and access to a group of like-minded partners, collaborating for a healthier industry in non-competitive areas.
In the interest of conducting clinical trials much more efficiently with patient outcomes in mind, R&D leaders from our member companies are currently participating in the Coalition along with Accenture, Oracle and others.

The Coalition's goal is to drive standard R&D processes and spur the digital innovations needed to enable these processes with an outcome of accelerated drug development and improving effectiveness and efficiency.

Accenture, in partnership with the Coalition, has these high-stakes goals in sight:

- Continue to invest in and develop an integrated R&D IT platform that seamlessly connects CROs, existing IT platforms, and all data providers—a platform built around an integrated business process with a common operational data model.

- Provide an opportunity for each company to create a whole that is greater than the sum of its parts—instead of simply re-inventing existing IT systems.

- Develop a community that can share ideas, collaborate on standard business processes and reduce the risk and financial impact of technology on their organizations.
The Platform Blueprint

The Life Sciences Cloud Coalition members are working together to create the future state roadmap for Accenture's Life Sciences Cloud offering. Our roadmap demonstrates our vision and commitment to the industry, the strength of our commercial and marketing development capabilities as well as our confidence that the suite will drive real advances for patients and clients.

The future of ALSC will continue to enable core business processes, focused on advanced analytics and reporting of end-to-end R&D data, surrounded by security, integration and collaboration services. We will continue to expand our core components of data, user experience, capabilities and platform.
As we continue to develop ALSC and its components, we will continue to increase the types and amounts of diverse and complex internal and external data types that are able to be captured, managed, aggregated and integrated. As the industry evolves we will leverage the trends and desires of our coalition to continue expanding the data ecosystem.
We are the Data Platform

We will continue to focus on the user experience by concentrating on improved interfaces and usability features with new dashboards and search functionality aligned to business processes while expanding with digital on demand connections (e.g., mobile, social, and collaboration frameworks).

Capabilities will continue to expand and further support the end-to-end R&D business processes. By adding analytics, modeling & simulation, patient data review and social collaboration in our user friendly environment our clients will be able view, understand and compare data in ways never imagined.

Lastly as we continue to evolve with the industry we will increase the platform flexibility while growing the collaboration and integration portfolio. As your needs change, our platform will change to adapt with you.
Want to find out more?

We are fixing the broken system and changing the way the industry operates. We would like to show you how we are revamping our investments to create a common platform that is owned by the industry and can support its strategic aims.

Please visit www.accenture.com/ALSC for more information or to arrange a demonstration. Or, go to www.lscoalition.org for an interactive journey through the capabilities of the Accenture Life Sciences Cloud from R&D.

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About Accenture

Accenture is a leading global professional services company, providing a broad range of services and solutions in strategy, consulting, digital, technology and operations. Combining unmatched experience and specialized skills across more than 40 industries and all business functions – underpinned by the world's largest delivery network – Accenture works at the intersection of business and technology to help clients improve their performance and create sustainable value for their stakeholders. With approximately 373,000 people serving clients in more than 120 countries, Accenture drives innovation to improve the way the world works and lives. Visit us at www.accenture.com.