

Focus on effective and efficient end-to-end planning

85%

of life science leaders report ***increased planning complexity*** due to longer lead times, regulatory approvals, and tender volatility.

Planning complexity is rising

Extended approval timelines, scarce raw materials, and market-specific supply nodes increase uncertainty and stretch launch and replenishment cycles.

The planning handshake matters

Cross-functional S&OP and S&OE with clear vertical handovers ensure weekly executable plans and aligned tactical and strategic decisions.

Automation and visibility

Exception-based planners, automated network balancing, and end-to-end inventory visibility (suppliers to wholesalers) reduce firefighting and upstream noise.

Value-adding KPIs

End-to-end metrics and cockpits enable transparent trade-offs across service, cost, and sustainability – avoiding silo optimisation.

