

SECTOR

Pharmaceuticals & Medical

Making a difference

We're attracted by the important part this sector plays in many people's lives and by the inherent challenges and complexities that create great opportunities for us to add real value. Working closely with each of our clients, we fashion winning solutions for their business.

How we can help

Dealing with the pressures

We help our clients in the pharmaceuticals and medical products sector deal with the many pressures affecting their growth and success – from intensifying competition to the rise of counterfeiting, from the increasingly high costs of research and development to ever more stringent regulations.

Finding the answers

Faced with such challenges, how should you respond? What should you change, keep and invest in? Where should you focus? What's the best operating model? How do you make sure it runs smoothly? We have a lot of experience of helping clients tackle such questions and deliver successfully the projects and programmes that flow from the answers.

Setting the right direction

There are many choices, numerous factors to take into account, no end of pitfalls and wrong turns to avoid. Working closely with you, we can help you clarify the best way to structure your business, based on where you want to focus and play in the market. Building on this clear strategic direction, we can design the appropriate operating model and embed this across your organisation.

“This is great sector to be involved in. It is not only full of complex challenges and opportunities – it also plays a critical part in people’s lives.”

Richard Marsden,
Partner



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We are often asked to:

- Set executable Finance, HR, IT, Digital and Business Strategies.
- Lead Finance, HR, IT, Digital Transformation.
- Make your technology work for you through maximising use of Big Data and Analytics, Leveraging the Cloud and Implementing Major Technology Programmes.
- Facilitate transformation through delivery, mobilisation, turn-around, Change Management, Portfolio Management and selecting the right suppliers.
- Maximise business performance through developing and embedding Business and Financial Modelling, Target Operating Models and post-merger Integration.
- Lay the right foundation for success through Investment Appraisal, Operational Due Diligence and Programme Assurance Reviews.
- Get the most out of your people through Coaching.

The full range of our services can be found on the [website](#).



Our experience

Below are some examples of current and recent work across the Pharmaceutical and Medical Sector.

- We have worked with Roche to ensure the success of a major global transformation programme to improve the way they compensate and manage the performance of their people. This complex and critical transformation affected 80,000 employees around the world and played a key part in the company's plans to grow and succeed. We set up and managed the change support team at the heart of the successful transformation.
- We have working closely with a global leader in the orthopaedics market, we have helped them to develop a number of their key assurance processes and business models. We have supported the development of financial models and business cases and helped develop new business propositions to support the continued growth of their UK business.
- We have worked closely with a leading global healthcare, equipment and services provider to support delivery of their IT Transformation Programme through interim CIO roles, developing IT Strategy and Governance models and providing Change Management and Programme Delivery expertise for a SAP Implementation.

