



# An introduction to Phetairos Supply Chain Services

*The pharmaceutical industry faces unrelenting pressure from, amongst others; personalised medicine, increasing regulatory hurdles, serialisation and competition. These drive increased supply chain complexity and cost. Most recently, the Covid-19 pandemic has emphasised an ever greater need for supply chain resilience and flexibility.*

*To survive and thrive in such a demanding environment, companies need to build truly integrated, agile, resilient, patient-centric supply chains. They must be designed appropriate to the product life cycle and assure product quality and deliver continued value to the business. This is where PHETAİROS experts can help.*

# How can you develop world class supply chain performance?

What is world-class supply chain performance? In our experience this level of performance is seen in organisations who, for example:



- Match supply chain design to the needs of their emerging product portfolio and pipeline
- Align and flex ongoing supply chain operation and key performance indicators with changing product lifecycle needs
- Frequently test supply chain risk and business continuity plans and update with real-world experience
- Put learning and continuous improvement into the heart of supply chain design and operation
- Actively manage and communicate supply chain tactical, strategic and risk plans and outcomes as an integral part of the wider annual business cycle

These, and other, characteristics are indicators of excellence. How do your supply chains compare?

Our associates have award-winning experience achieving this approach in both a R&D and a commercial operation business unit.

## SUPPLY CHAIN SERVICES

- Gap Analysis of existing Supply Chain: Phetairos experts will perform a supply chain health check.
- Product strategy supply plans that outline the evolution of your supply chain (through product lifecycle) over the 2 to 10 year time horizon providing direction and leadership to aligned functions e.g. regulatory / procurement, and will lead to improved insurance. Identification of supply issues, opportunities and risks
- Integrated Risk management
- Product Supply Continuity plans which help senior leaders sign off on an acceptable risk profile and covers the financial impact of a supply chain interruption of a particular duration.
- Supply chain design, have you designed your new product supply chain for the product and market or have you used the supply chain design you have always used for your products whether they are niche or blockbuster. There are only a few fundamental chain design options. The key is to focus on one or two and minimise the downside of others.
- Manufacturing and regulatory CMC due diligence of potential product acquisitions.
- Mapping of current business processes, matching with supply, risk needs and proposals for integration.

## PROCUREMENT & SUPPLIER MANAGEMENT SERVICES

Phetairos have assembled a team of highly experienced supply chain leaders from across the industry with successful track records of addressing above issues. We partner with our clients to help align the supply chain to their strategic business objectives and ensure business accountability of supply chain performance and the associated risks and opportunities. Our collaborative, hands on approach, will help transfer experience and capability to your teams and young talent, accelerating the development, improvement and sustainability of your supply chain capability. Once the options have been agreed we can provide expertise to support successful implementation and change management.

Phetairos specialists offer both strategic and tactical procurement support. Depending on client needs our services can range from advisory to full hands on operational procurement delivery. Through the following suite of services we enable clients to develop robust procurement strategies that deliver maximum business value, whilst minimising supply interruption risk.

- Strategic procurement-
  - Defining organisational requirements
  - Sourcing strategy development
  - Continuous improvement
  - Supply base development
- Tactical procurement
  - Supplier appraisal and selection
  - Contracting and negotiation
  - Supplier management
  - Dispute resolution
  - Crisis management
- Governance – Risk and Audit
- Skills & capability development
  - Procurement staff skills development
  - Client organisational capability development
  - Procurement leadership development

## SUPPLY CHAIN LEADERSHIP SERVICES

Leading a multi-functional team of expert people from across the business, plus representatives from external partners, requires a special skill. We refer to it as ‘mobile’ leadership – the ability to make an impact with those who are outside your chain of command and have different specialisms. The unique mix of listening, gathering others’ views and ideas, but mixed with a persistent drive for maximum quality and the pushing of change where it’s imperative. This makes a real difference to team members’ engagement and builds the team; you can enhance and develop these skills, in yourself or your people.

## Phetairos – Overview

### OUR ETHOS

All Phetairos associates are ex-Pharma professionals and leaders, experienced in driving projects and performance through collaboration, quality assurance, flexibility, cultural alignment, transparency and knowledge sharing.

### WHO WE ARE

Phetairos associates are all ex-Pharma with 20 – 30 years' experience, having performed at the highest levels across many functions and organisations. As such, we understand our clients' operating environment and have a track record of operational delivery. Our clients get the benefit of learning from our wisdom, enabling them to avoid many of the costs of experience. Our unbiased approach enables our clients to realize their business goals by minimizing risk, raising product / portfolio value, saving cost and reducing time to patient.

### WHAT WE DO – OUR RANGE OF COMPLEMENTARY SERVICES

With our unique fusion of expertise in the full range of disciplines across the product lifecycle, we help releasing the full potential of our client's products, organisations people.



We provide strategic decision making, planning, and management as well as optimised resourcing to execute strategic programmes and projects. We operate as a lean structure without organisational overhead and pass on the benefits created directly to our clients with payment linked to successful outcomes achieved against time, quality and cost-based deliverables.

## CASE STUDIES

The following examples illustrate the experience and value that the Phetairos SUPPLY CHAIN team can bring to our clients:

### CASE STUDY 1

- **Situation:** New product supply chains typically followed the normal supply chain design that the other products in the portfolio had.
- **Approach:** Followed a different process and looked at the product, the market environment, how it would be used, profitability, repeatability etc.
- **Result:** Result a different supply chain design to the normal for the company and a plan of how and when we would increase capacity when the appropriate triggers were hit.

### CASE STUDY 2

- **Situation:** Supply chains had numerous impacts Iceland volcano, major explosion at ingredient supplier, Japan tsunami, major outage at key supply node etc.
- **Approach:** Led the supply chain continuity team for the product or products. Followed the process outlined in the product supply continuity plan. The plan described the key risks and mitigations that had been developed which covered the key risks and mitigations. These plans also defined the generic actions that would be taken, and who would take them, in the event of an interruption event. These plans were tested regularly with table-top exercises.
- **Result:** A 'calm' response to an interruption and the appropriate actions taken in a timely manner to minimise the impact to customers.

### CASE STUDY 3

- **Situation:** An R&D supply chain team seeking a 50% reduction in time to market but struggling to see and to prioritise issues.
- **Services:** PHETAIROS helped visualise and describe 100+ issues.
- **Result:** This led to established effective problem solving and team collaboration behaviours that simplified route to implementation.

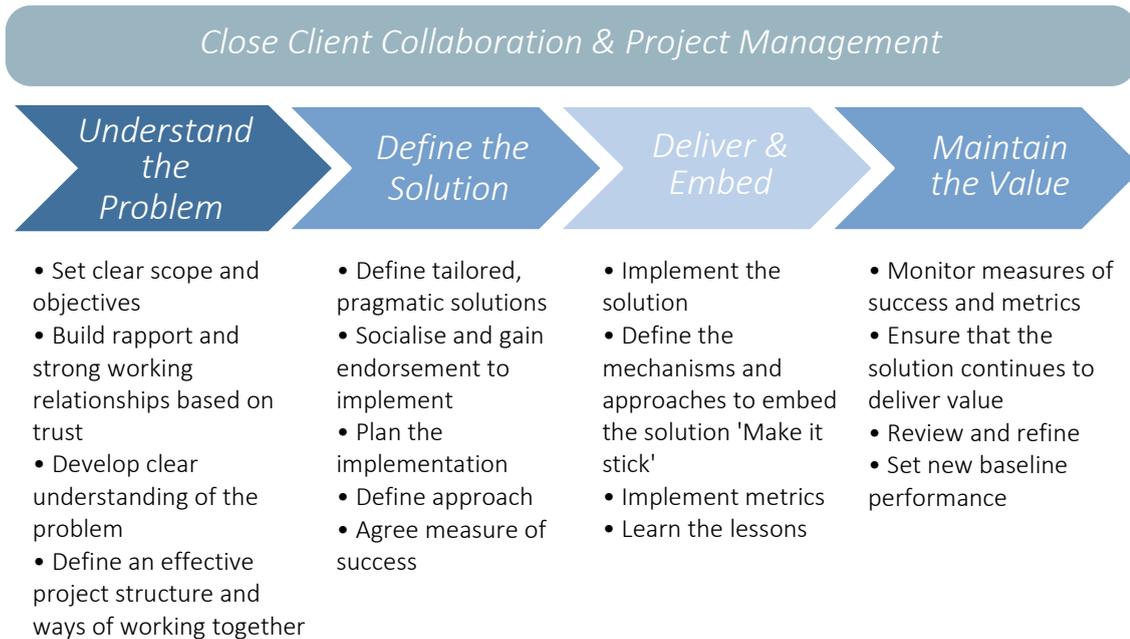
### CASE STUDY 4

- **Situation:** A business function wanted to outsource a key clinical development activity to improve internal efficiency cut costs to be able to meet the overall corporate objectives.
- **Services:** Working closely with key stakeholders, I conducted a diagnostic of the service to assess its suitability for outsourcing.
- **Result:** I identified a number of service providers would be able to deliver the service, however, my recommendation was that the current internal process was not a good candidate for outsourcing and required improving prior to any outsourcing project should commence. The client accepted the recommendation and implemented a process improvement programme.

## HOW WILL WE OPERATE ON YOUR PROJECT?

We can rapidly assemble teams and ramp-up resources to integrate into the client's organisation to provide expertise and hands-on capacity to support client's needs.

We create tailored solutions and seamless integration to fit your product, needs and goals. These are not quick fixes. We aim to embed solutions that will have a lasting impact on your organisation.



## CONTACT FOR FURTHER INFORMATION



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