LIFE SCIENCES WEBINAR

Adapting commercial supply chain practices for clinical trial success

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The webinar talks about finding inspiration in commercial supply chains and highlights the common goal of balancing supply and demand in clinical and commercial planning. It points out that while both areas share this goal, there are significant differences between them. To tackle the specific challenges in clinical supply planning, it's important to make nuanced adjustments, especially in dealing with uncertainties during trials.

Attendees from

12 Countries

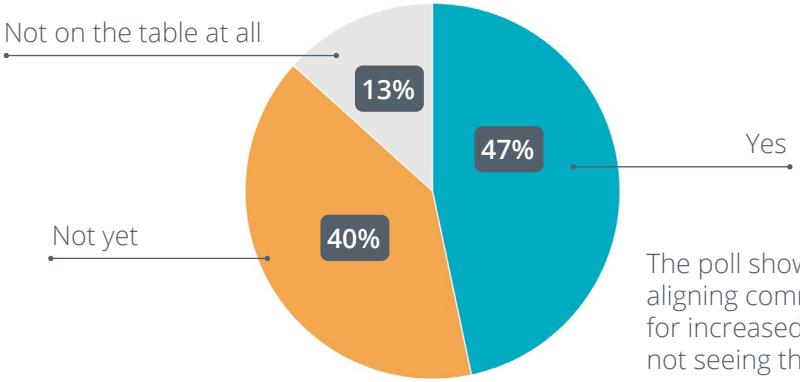
24 Companies

Simply replicating commercial practices without adjustments can lead to issues in KPIs related to demand forecasting, supply planning, risk management, and collaboration. The main takeaway is that it's crucial to adopt a customized approach that takes the strengths of commercial practices into account while also considering the unique dynamics of the clinical supply chain.

CLINICAL SUPPLY PLANNERS	VS	COMMERCIAL SUPPLY PLANNERS
PURPOSE		
• Successful clinical trial execution • 100% patient demand satisfaction		• Production & distribution of approved drugs • Efficient supply chains & availability for patients
FOCUS		
Uncertainty: • Need for agility • Need for robustness		Efficiency: • Optimization of production, distribution, & cost-effectiveness
DEMAND FORECASTING		
• Driven by patient enrollment, trial design & patient treatment response		• Relies on historical sales data, market trends, & marketing strategies • More stable
SUPPLY PLANNING		
• Small-scale operations • High unit costs & expensive comparator sourcing		• Large-scale operations • Use of traditional optimization, planning & inventory management techniques • Economies of scale

Poll

Do you see a trend in your organization to adopt commercial supply chain tools for CTS?



The poll shows a notable trend in biopharma companies aligning commercial supply chain tools with clinical trials for increased efficiency. Only a few participants reported not seeing this trend at all in their organizations.

Poll

What are the most useful KPIs for your clinical trial supply organization?

Q&A

Q1: How do you balance accounting for "worst-case" scenarios with drug waste in an intelligent way?

- Short-term: Ensure that inventories allow to cover the maximum demand over the lead time and have the right alerts in place to be in the know.
- Mid to long-term: Avoid resupplying all sites for maximum demand; instead, focus on the most likely demand to balance supply chain uncertainties globally.
- Worst-case scenarios are necessary due to the inherent uncertainty in a trial. As your trial unfolds, information becomes available. Incorporating this new information in your planning allows you to reduce uncertainty and narrow the range of possibilities to cover.

Q2: On the risk management point, how would you introduce more flexibility in supply plan without using buffers?

Introducing flexibility in your supplies is not a one-size-fits-all and requires a deep understanding of your supply chain to identify the most valuable steps. The typical actions that you can take are:

- Demand consolidation (pooling, consolidating depots)
- Increased resupply frequency to better fit with demand
- Flexible processes to dynamically readjust the plan at every level
- Shorter order lead time

Key takeaways

1

Demand forecasting: accuracy and robustness

- Accurate patient demand modeling for complex trial designs.
- Uncertainty simulation and scenario planning for robust projections.
- Integration of real-time patient data and continuous monitoring with adaptive machine learning algorithms.

2

Supply planning: balancing cost-effectiveness and reliability

- Modeling supply constraints and managing uncertainty with decoupled alerts.
- Implementing demand-driven planning (PULL) with adaptive inventory resupply.
- Dynamic resupply strategies to ensure sustainable trial supply while balancing cost-effectiveness.

3

Risk management: proactive and reactive strategies

- Identification and proactive preparation for risks in both supply chain and demand.
- Prevention through flexible supply plans, buffers, and robust communication processes.
- Ongoing monitoring with reliable alerting, dynamic demand forecasts, and continuous feedback loops.
- Mitigation as a collaborative team effort with a focus on learning from experiences.

4

Strong collaboration for trustworthy plans

- Building trust through a single source of truth and avoiding fragmented data silos.
- Cross-department collaboration and alignment, considering blinding and tailored views for different profiles.
- Utilizing technology-supported processes and data-driven decision-making
- A unified environment for global performance, risk assessments, and analytics.

N-SIDE is a software and service provider that enables organizations in the life sciences and energy industries to make better decisions and optimize the use of critical resources.

We achieve this by combining deep industrial expertise with applied mathematics and AI. We have been an active player in clinical trial supply chain management for over 20 years and have 50% of the top 20 pharmaceutical companies as clients. With our SaaS-based software solutions and expert services, we streamline the clinical supply of pharmaceutical and biotech companies by accelerating clinical plans, mitigating risks, and curbing drug waste.

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