

eyeon

YEARS AHEAD



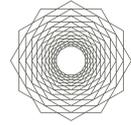
EYEON LIFE SCIENCE PRODUCTS & SERVICES

Introduction

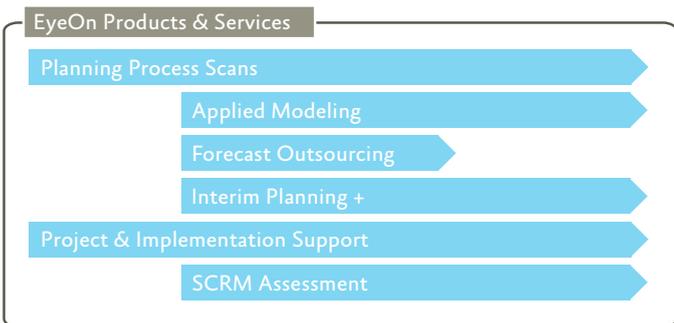
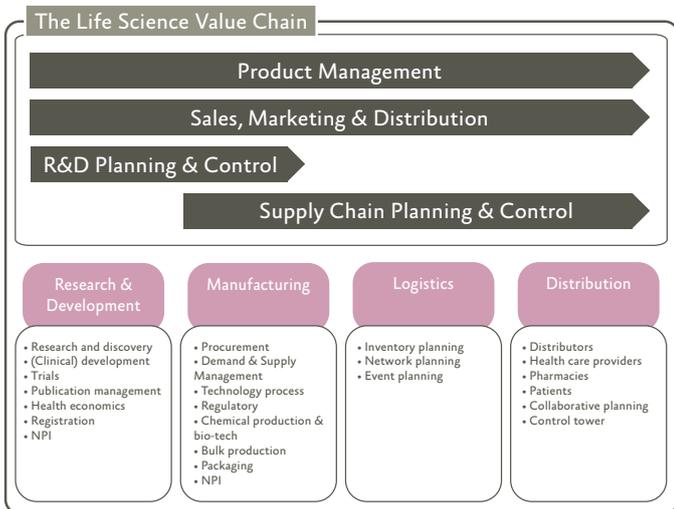
The life science markets is changing rapidly over the past few years. Life science companies are faced with an increasing number of regulations, reduction in healthcare costs driven by governmental organizations and better informed patients who require more personalized care and a full service offering. Blockbusters drugs are losing their patents today and in the years to come, while R&D pipelines have become more uncertain. Competition has increased as generic producers and biotech innovators are taking momentum. As a result the industry experiences increased pressure on sales prices and margins.

Financial KPI's are high on the agenda and force life science companies to improve their demand & inventory planning to realize stock optimization, reduce working capital and mature profitability management. Market uncertainty, heavy regulation, R&D complexity, production outsourcing and yield uncertainties, forces life science companies to achieve best in class business planning.

EyeOn helps life science companies in running the best possible planning processes for steering their business. In order to assist life science clients, EyeOn developed a number of products, tools and services to design, implement and execute excellent planning processes. On the following pages you will find an overview of some of the key products, services and tools in EyeOn's offering.



Products & services



Planning Process Scans

EyeOn can assess each of your planning processes in a qualitative way against best practices in the industry.

The following planning process scans are available:

- Forecasting and demand planning scan
- Supply planning scan
- Inventory control scan
- R&D planning scan
- S&OP scan
- Budgeting & financial forecasting scan

Each scan enables a first but crucial step towards robust planning processes that are adaptive to volatile economic conditions and fit for use. Each scan consists of 4 steps:

Step 1: Intake

Conduct intake with management team to determine participants.

Step 2: Interviews

The scan is conducted via face-to-face interviews with stakeholders and aims at identifying perceived strengths and weaknesses

for the planning in scope. What decisions do you need to take; what are the planning roles and responsibilities; which data is required to optimize the plan?

Step 3: Plenary workshop

The results are presented and discussed in a plenary workshop to get a shared understanding of current issues and improvement potential.

Step 4: Report

EyeOn's report provides a concrete improvement plan after a solid, qualitative analysis of your current planning process based on the interviews and outcome of the workshop.

Applied Modeling

Planning and forecasting processes require critical decision making. The EyeOn applied modeling team will support in quantifying the impact of business decisions with state-of-the art quantitative modeling techniques. They will bring insights and provide optimal planning models. EyeOn's applied modeling specialists have extensive practical business experience in planning & control, state-of-the art mathematical knowledge and excellent IT and APS skills.

Some of EyeOn's applied modeling expertise areas are:

Statistical forecasting

When designing and improving your demand planning processes, statistical forecasting plays an important role. Applied modeling provides answers on the statistical models to use, which aggregation level to take, what KPI's to implement and how to improve forecast accuracy.

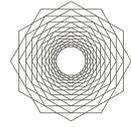
Inventory optimization

An important asset of each life science company are stocks. Applied modeling can support you to find the optimal stock configuration for your company. What is the optimal storage and order decoupling point, what are the current customer service capabilities, what is the optimal balance between service and working capital, what are optimal replenishment strategies and what level of safety stock is required?

Supply chain network design

Major parts of the supply chain cost are captured in the network design of the supply chain. Increased customer requirements and globalization make supply chain design more challenging.

Applied modeling has a proven approach to optimize your supply chain. You will gain insights in optimal facility locations, optimal transport lanes and product allocations given certain customer requirements.



Forecast Outsourcing

A good forecast requires substantial effort and investments in demand planning staffing, specific statistical knowledge and tooling. EyeOn can facilitate your forecast process by delivering the best-possible baseline forecast and a tailor-made reporting package, indicating forecast results and specific areas that need attention. Your effort and investments will be limited to enriching the baseline forecast with specific business knowledge. This allows your organization to focus on decision making without a lot of investment. The EyeOn forecast proposition can be tailored to the specific needs of your company. Perhaps you only require a baseline forecast based on your historic data. Perhaps your company encountered obstacles in cleaning and delivering a proper dataset. EyeOn developed a toolbox approach to facilitate a wide range of life science companies, in delivering the best possible statistical forecast in a modus and frequency that suits your company best and EyeOn will provide support with extensive data analysis that resolves your issues with regard to the baseline forecast.

Interim Planner +

The EyeOn Interim Planner + concept offers:

- Highly educated planners with first class experience in various planning areas such as forecasting & demand planning, supply chain planning, master Production Scheduling, production planning and scheduling and inventory control.
- Hands-on planner capacity.
- Planners with excellent IT system and planning tool knowledge.

The “+” means that the planner combines a hands-on mentality with the drive to improve the planning processes from within your organization. Your company will not only get temporary planning power but also improved planning processes so the interim planner+ can leave your organization again while your planning process got a boost. The interim planner+ will bring new ideas and the capability to realize significant process improvements. “+” also stands for the knowledge base of EyeOn Business Consultants where the interim planner+ can rely and lean on. Next to Interim Planning support, EyeOn can also provide interim professionals for managing your planning or logistics department.

Project Management & Implementation Support

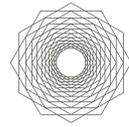
Many life science organizations require specialist skills and extra capacity to bring planning improvement projects to a success. Process (re-)design, planning organization change management and selection & implementation of ERP, APS and management reporting tools are just a few project and implementation areas to mention. As an independent consultancy firm with academy educated consultants and over a decade of planning project, change management & implementation expertise, EyeOn is well positioned to manage all your planning changes, projects and implementations.

Business Planning Training Programs

EyeOn offers a wide variety of in-house or external training programs in the domain of integrated business planning. One of EyeOn’s most popular programs consists of a 3-day forecasting & demand management course. The program is designed to introduce the key concepts and core requirements to enable robust demand planning processes that drive your business. After attending this forecasting and demand management training, participants will leverage their skills and competencies in the demand planning process and are able to:

- Define and execute improvements on your forecasting and planning process.
- Understand the elements that influence demand and value the benefits of a robust forecasting process.
- Circumvent potential obstacles and barriers to changing the process.
- Identify how the demand plan is best integrated into crucial business processes like manufacturing, strategy execution and the S&OP process.
- Implement meaningful measurements for the demand management process.

Obviously EyeOn provides numerous training programs in the planning domain that can be tailored to the needs of your company.



SCRM (supply chain risk management) assessment

Research indicates that supply chain risks and disruptions can have a severe impact on operating income and costs. In today's supply chain risk management primary goals are: risk identification, risk measurement and risk treatment. EyeOn has built extensive experience and tools to assist companies in identifying & managing risks and rebound quickly from disruptions by running a risk assessment and risk management process.

The SCRM assessment follows a three-step approach to enable your company to gain thorough understanding of major risk areas in the supply chain:

Step 1—Risk identification

EyeOn undertakes a broad review of supply chain risks, prior to boiling down to key risks. These key risks are described in a cross functional setting. The outcome of this first step is a risk map, providing insight in probability and impact of key risks and resulting in greater risk awareness.

Step 2—Risk measurement

EyeOn then develops specific risk scenario's for selected risks and formulates recovery priorities, based on: future goals, client expectations and technical recovery time. The financial exposure is presented in a comprehensive and understandable format for all departments involved (e.g. finance, operations, purchasing, sales, etc).

Step 3—Risk treatment

In step 3 risk treatment options are evaluated (e.g. contingency plans, increasing buffer stock, etc). Based on a robust cost benefit analysis, allocation priorities are assigned for short and long term risk mitigation. As a result of this final step, risk ownership is determined to embed SCRM in existing processes.

Interested?

Interested or need more information on (other) EyeOn products, tools and services that support your business?

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