

# LEVERAGING BPM'S ADVANCED CAPABILITIES TO ACCELERATE AND DIFFERENTIATE YOUR DRUG DEVELOPMENT PROCESS

LIVE WEBINAR | BOC GROUP | SCIMITAR

# AGENDA

- |           |  |                |
|-----------|--|----------------|
| <b>01</b> | <b>WELCOME AND INTRODUCTION</b>                      | <b>5 mins</b>  |
| <b>02</b> | <b>REFRESHER – THE VALUE OF BPM IN LIFE SCIENCES</b> | <b>5 mins</b>  |
| <b>03</b> | <b>SHOWCASING THE VALUE OF BPM</b>                   | <b>15 mins</b> |
| <b>04</b> | <b>DEMO TUTORIAL IN ADONIS</b>                       | <b>20 mins</b> |
| <b>05</b> | <b>Q&amp;A SESSION AND WHAT'S NEXT</b>               | <b>15 mins</b> |

# SPEAKER INTRODUCTION



**Mike Kamberov**  
**BOC Group**



**Elizabeth Graham**  
**Scimitar Inc.**



**Anthony Reese**  
**Scimitar Inc.**



**Ashley Peal**  
**Bristol Myers Squibb**

# INTRODUCING SCIMITAR





# SCIMITAR CLIENTS

Our consultants have supported large scale programs at nearly every fortune 500 life science firm, including the following:



# BOC Group | Company Profile

More than  
**1,700 customers**  
worldwide

**37%** Growth  
in Global Business Development

**30** Years  
of Experience

 Bristol Myers  
Squibb™

 NOVARTIS

Allianz 

ESTÉE  
LAUDER  
COMPANIES

 | Coca-Cola



Insulet

  
CISCO

  
COMCAST

  
iHeart  
MEDIA

SANDOZ

BIONTECH

 Hydro  
Québec

Deutsche Bank 

THE ORIGINAL  
OATLY!

 Gartner  
Peer Insights  
Customers'  
Choice 2024

# THE VALUE OF BPM IN LIFE SCIENCES | RECAP

## Life Sciences Challenges

## BPM Solutions

1 Process Inefficiencies & Compliance Risk

Centralized Process Repository

2 Knowledge Retention & Transfer

Standardized, Adaptive Workflows

3 Data & Technology Challenges

Digital Integration & Structured Documentation

4 Scaling & Workforce Readiness

Standardized Training & Automation

# BPM BENEFITS FROM THE USER PERSPECTIVE

Transparency in  
Processes and  
Responsibilities

**Centralized process documentation**, improved organizational efficiency and clarity on who is doing what, when and how

Increased Productivity,  
Quality and Speed

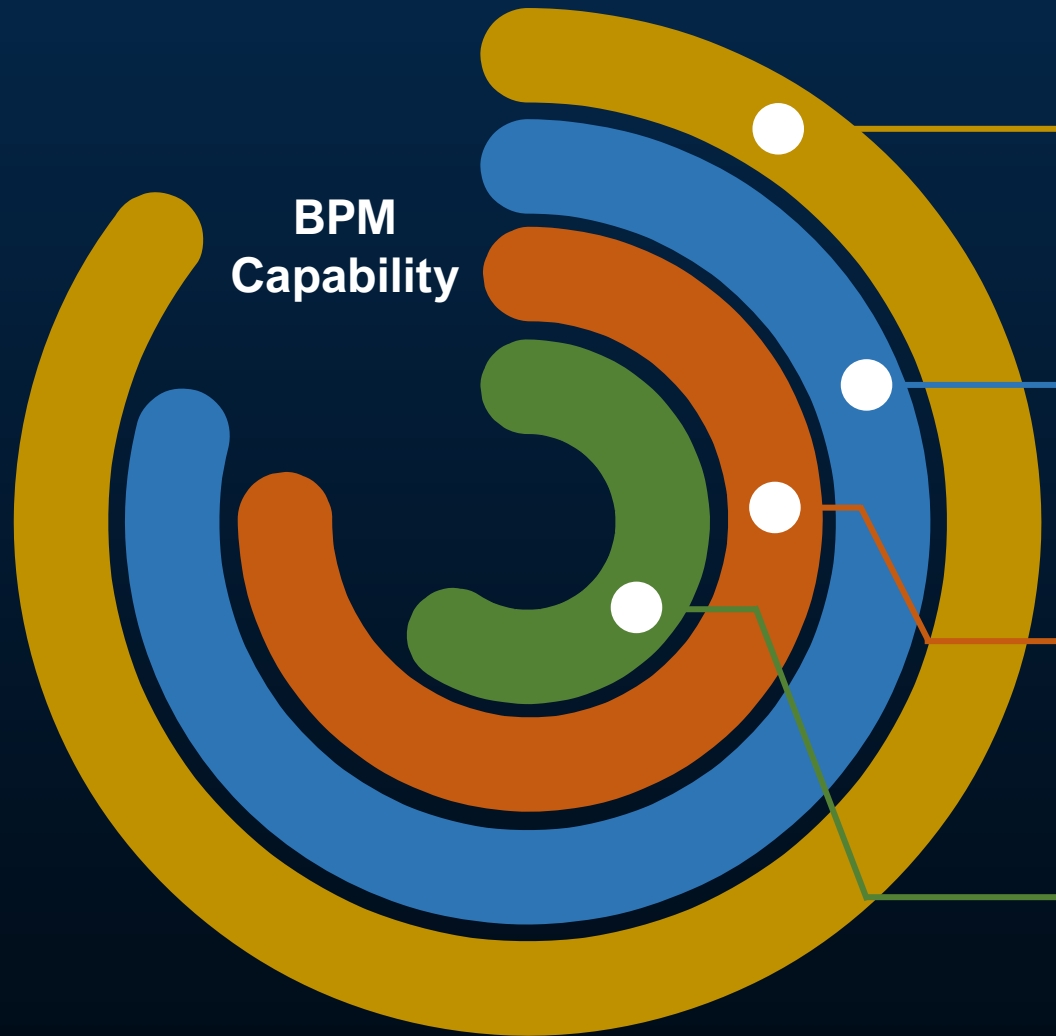
Consistency in ways of working, **elimination of silos** and reduction of duplicated efforts

Improving your  
Organization  
Collaboratively

Clear, workflow-driven feedback rounds, seamless collaboration and **quick reaction to changes and new requirements**



# BPM CAPABILITY FOUNDATIONS



## Process Governance

*How are decisions made?*

---

## Process Performance Monitoring

*How are KPIs tracked to inform decisions?*

---

## Process Modelling

*How are standardized processes developed?*

---

## Process Continuous Improvement

*How are processes optimized and value captured?*

# BMS VALUE STORY

## Clarity & Alignment

**Situation** | Governance identified a sensitive process with emergent issues and were struggling to progress in solutioning due to lack of accountability and understanding of change impact

**Value** | BPM model quickly clarified R&R and resolved issues so that they could act to solution the problem

## 30% Efficiency Gains

**Situation** | Teams were struggling to onboard new team members, respond quickly to audit or inspection requests, and coordinate cross-functional handoffs

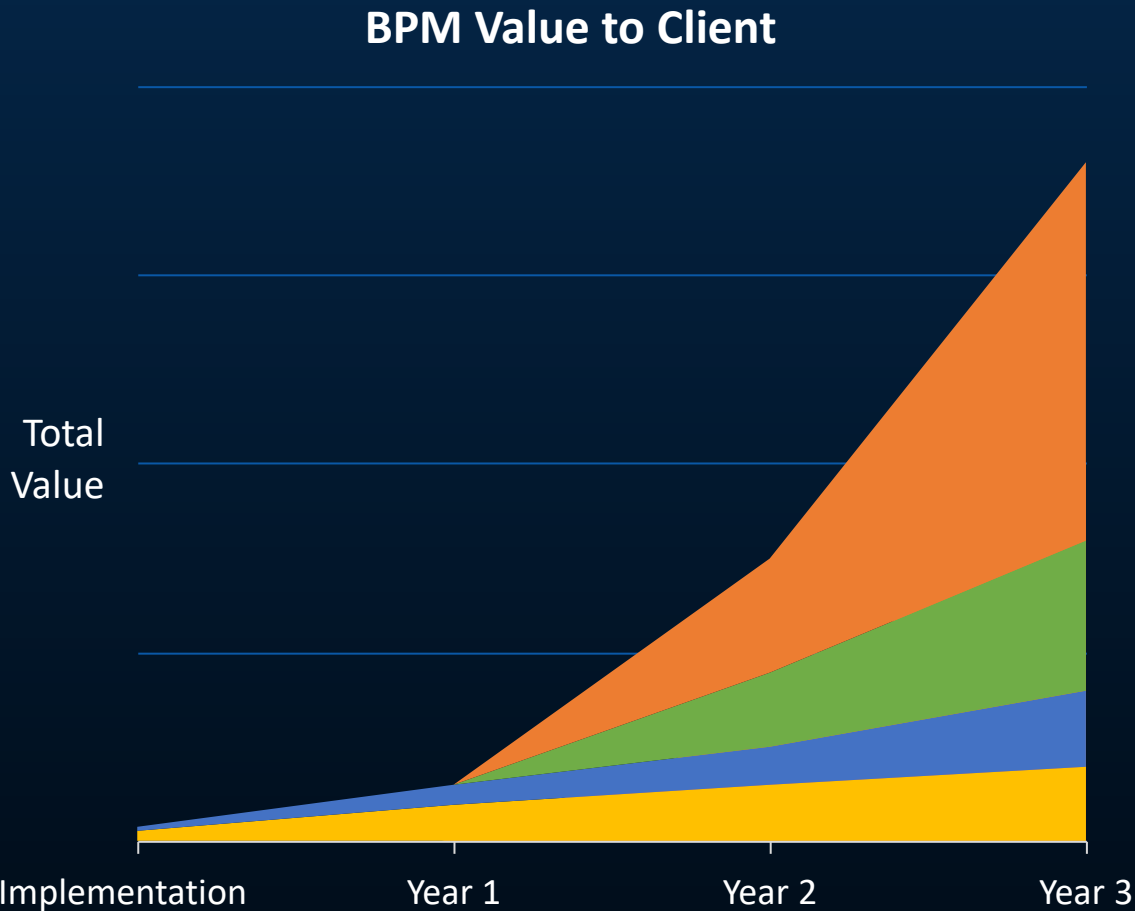
**Value** | BPM documented, digitized, clarified, centralized and provided transparency of processes to enable faster decision-making and reduction of manual tasks

## \$90M Cost Avoidance

**Situation** | Process improvement was done piecemeal, with little cross-functional coordination, oversight or insight into impact

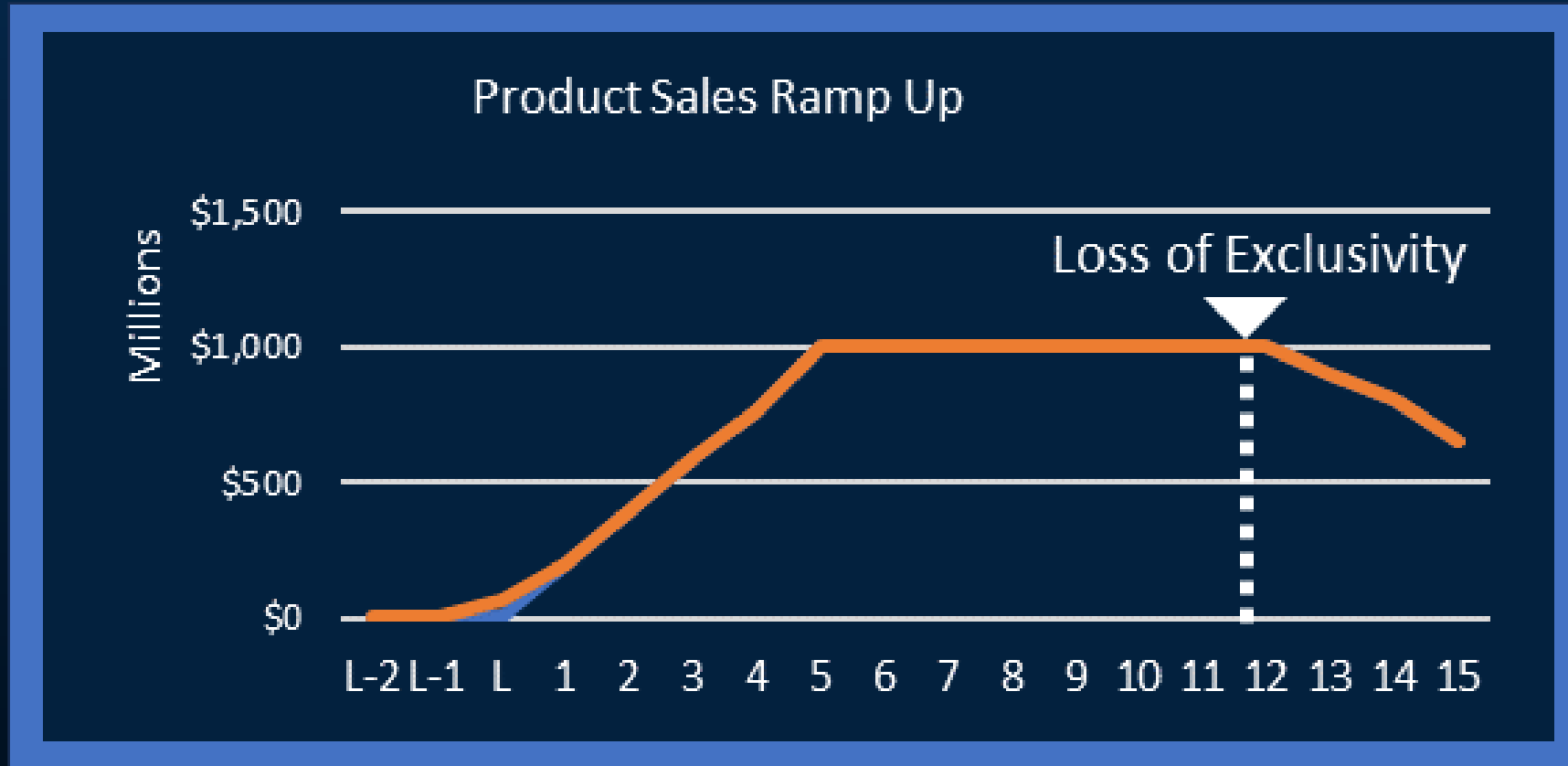
**Value** | BPM provided a systematic, tech-enabled, governed CI Program that enabled cross-functional opportunity identification, prioritization, decision-making, implementation and visibility

# BPM VALUE GROWS THROUGHOUT DEPLOYMENT



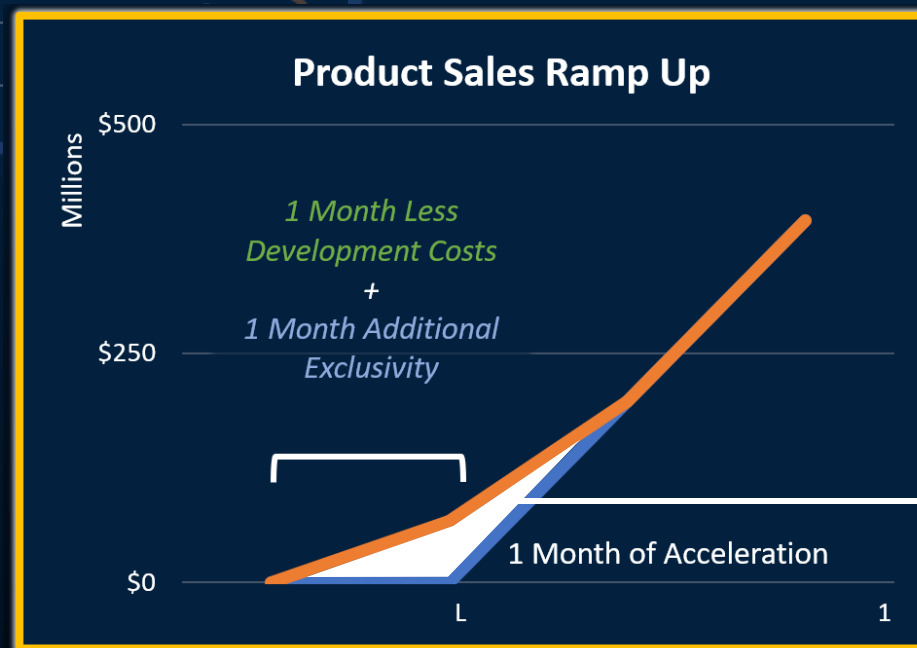
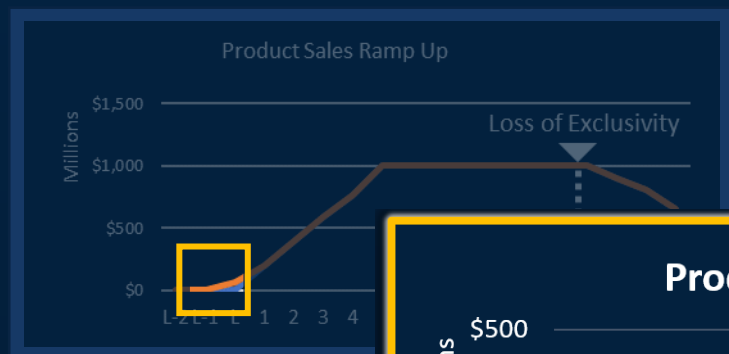
Value Driver	Definition
ID Major Gaps & Fix Low-Hanging Fruit	Identify and solution for low effort, high impact process gaps to realize quick benefits
Efficiency, Productivity & Bandwith	Identify opportunities to streamline, standardize, produce more with the same resources and provide increased bandwidth for higher throughput or higher-value activities
Optimize Value-Add Processes	Systematic and prioritized optimization of value-add processes create more impact-aware process improvements, better resource utilization and more informed decision-making
Realize Ongoing Time & Cost Savings	Ongoing time and cost savings are realized after some maturation through cost avoidance, resource utilization and cycle time reduction as a results of other value drivers

# JUST 1 MONTH FASTER GENERATES OUTSIZED ROI



*Assumptions: 10-year development timeline, \$2.5B to take drug to market, ~\$13B lifetime cumulative revenue. Peak sales \$1B 5 yrs post-launch with steady growth YoY to peak sales for 5 years before a steady drop-off. Loss of Exclusivity to occur at 12 years post launch*

# JUST 1 MONTH FASTER GENERATES OUTSIZED ROI



— Example Blockbuster Revenue  
— Accelerated Blockbuster Revenue

## Total Estimated Benefit

~\$90M

Faster to Market

Additional Exclusivity

\$20M

\$70M

1 Month Less of Development Cost

1 Month of Additional Exclusivity

Assumptions: 10-year development timeline, \$2.5B to take drug to market, ~\$13B lifetime cumulative revenue. Peak sales \$1B 5 yrs post-launch with steady growth YoY to peak sales for 5 years before a steady drop-off. Loss of Exclusivity to occur at 12 years post launch



## OLD PROCESS IMPROVEMENT WAYS

Trial and Error

Shot in the Dark

Our Best Guess

## BUSINESS PROCESS MANAGEMENT

Systematic

Data-Driven

Insight-Based

### Typical Improvement Traps

“The Squeaky Wheel”



“Free Resources”



“In the Spotlight”



“Reactionary Audit”



### Advanced Capability Enablers

Process Simulation & Comparisons

Critical Path Analysis

Log Data Mining

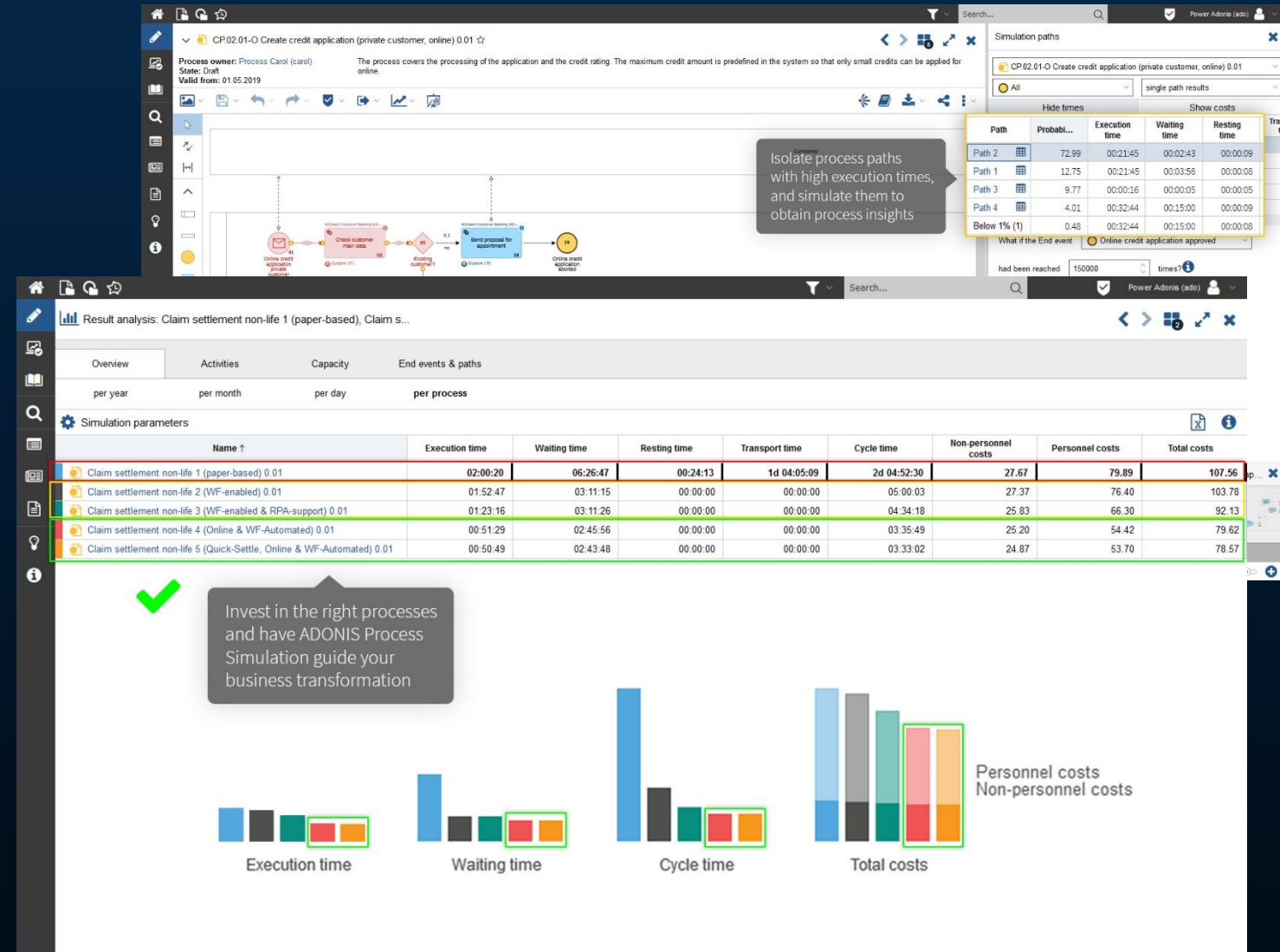
AI and Reporting Insights

# DEMO IN ADONIS | WHAT TO EXPECT

Achieving Operational Excellence  
with Process Simulation

Process Discovery and  
Conformance Checks with PME

Automated Design & Analysis with  
the ADONIS AI Assistant



# Q&A



GET IN TOUCH!  
CONTACT REQUEST



**Mike Kamberov**  
**BOC Group**

[michael.kamberov@boc-group.com](mailto:michael.kamberov@boc-group.com)



**Elizabeth Graham**  
**Scimitar Inc.**

[elizabeth.graham@scimitar.com](mailto:elizabeth.graham@scimitar.com)



**Anthony Reese**  
**Scimitar Inc.**

[anthony.reese@scimitar.com](mailto:anthony.reese@scimitar.com)



**Ashley Peal**  
**Bristol Myers Squibb**

[ashley.curry@bms.com](mailto:ashley.curry@bms.com)

# WHAT'S NEXT?

## What We Covered Today

---

- Recap the value and benefits of BPM in Life Sciences and Value Drivers that grow over time
- Client experience of implementing BPM Capability Foundations & resulting Value Stories
- Real-life Business Case for how BPM can translate to significant cost benefit and ROI
- Demonstration of how BPM advanced capabilities provide insight-driven improvements

## Opportunities to Learn More

---

- Feel free to share slides and recording of webinar with your colleagues and team
- Announcements forthcoming on imminent next release: AI and Data Mining
- September in NYC | BPM & EA Meetup North America 2025: All things BPM and EA at the Round Table! – details to follow this week
- Keep an eye out for future webinars and opportunities to connect as they are scheduled
- Let's connect! Reach out with questions

# LEVERAGING BPM'S ADVANCED CAPABILITIES TO ACCELERATE AND DIFFERENTIATE YOUR DRUG DEVELOPMENT PROCESS

LIVE WEBINAR | BOC GROUP | SCIMITAR

**THANK YOU!**