

# KPMG recently completed a project with the R&D team of a top 20 biopharma as they look to identify strategic opportunities to reshape their organization’s “R&D engine”



## Client Challenge

Reacting to the successful demonstration from COVID-19 vaccine developers that drug development can be done faster than historical averages and the promise of AI in drug discovery, virtual clinical trials, and other future-forward techniques, our client wanted to understand ‘best practice’ across the industry that they could consider implementing in order to help them move faster, be more nimble, improve their PTRS rates, and bring transformative therapies to patients

## Project Phases

### Internal Interviews

Conducted kick-off meeting and then interviewed key internal stakeholders to understand their perspectives on where the organization was on a maturity scale vs. its peers

### Primary and Secondary Research Campaigns

Conducted interviews with R&D leaders from various pharmaceutical companies to understand emerging best practices across the entire R&D ecosystem, and supplemented with robust analysis based on secondary data sources to help the client understand where they stood in terms of R&D productivity and efficiency vs. peer group

### Synthesize findings into strategic recommendations

Across key ‘guiding principles’ for a high functioning R&D engine, KPMG outlined a number of strategic recommendations for the client to consider, and created a shortlist of high priority recommendations for 2022

## Outcome For The Client



Robust analysis highlighting internal and external factors driving the need for change in R&D organizations across the industry

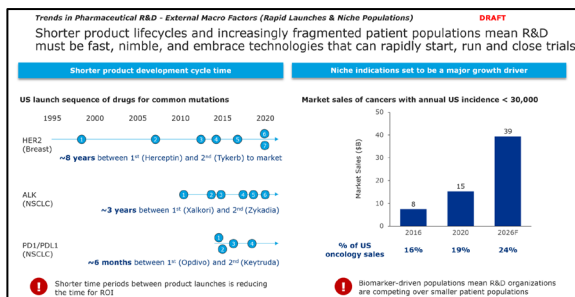


Benchmarking exercise highlighting to the client where they stood versus their ‘big pharma’ peer group

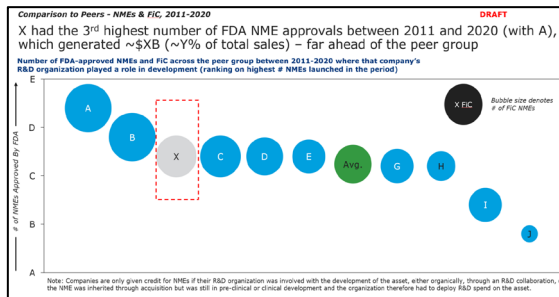


Strategic recommendations that have now been elevated to C-suite within the organization for further consideration

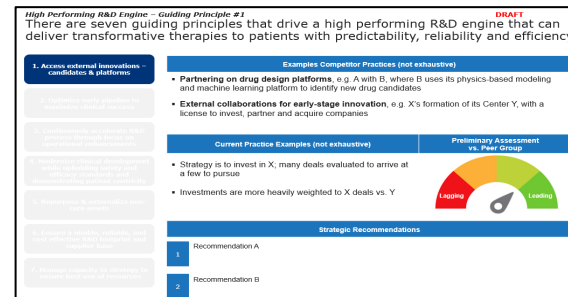
## Market Dynamics



## Benchmarking



## Strategic Recommendations



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