

The Business Planning Cloud for life sciences

The life sciences industry is operating in an era of significant transformation, with shifting healthcare and FDA regulations, constant pressure for meaningful innovation, and increasingly intricate supply chains and distribution models.

Against this turbulent backdrop, finance and business leaders are challenged to ensure the success of their company. By working closely with scientists and clinicians, they must:

- Ensure various teams understand the financial impact of their decisions on projects and trials
- Model future scenarios as they prepare for commercial readiness
- Quickly report on collaboration agreements, model collaboration revenue scenarios, and analyze variances
- Model different gross-to-net scenarios across product mix, distribution channels, discounts, and rebates
- Quickly analyze and present acquisition scenarios to the board and executives

It's a tall order.

That's why forward-thinking business and finance leaders across all life sciences sectors are turning to the Adaptive Insights Business Planning Cloud.

Adaptive Insights offers a promising path forward

Our Business Planning Cloud helps life sciences companies navigate today's complex and uncertain landscape with speed and agility. Now, for the first time, your organization can collaboratively plan and model, easily access real-time analytics, and streamline complex reporting. The result is strategic nimbleness that will allow your company to keep pace with change without losing momentum.

Our Business Planning Cloud is:

- Easy so you can plan as a team
- Powerful so you can model anything and analyze everything
- Fast so you can model rapidly and adapt quickly

Model your business as it evolves

With growth comes complexity. As you bring drugs and devices to market, you need to plan for commercial readiness. You need to model and forecast scenarios across product mix, distribution channels, discounts, and rebates offered or model the options between R&D and acquisition. With Adaptive Insights, you can make faster decisions and engage business users with powerful modeling for budgeting, forecasting, and planning. You can also model integrated P&L, balance sheet, and cash flow statements to see the impact of your decision on gross-to-net and cash.

With the Business Planning Cloud, you can:

- Quickly update and analyze the forecast when project timelines change
- Allocate personnel and non-payroll costs and revenue to projects for reporting and analysis
- Model multiple scenarios of potential changes and quickly execute on outcomes
- Model across different dimensions (product mix, distribution channels, discounts and rebates, etc.)
- Quickly align sales compensation, territories, and quotas to optimize resources, increase sales performance, and improve sales predictability
- Model integrated P&L, balance sheet, and cash flow statements
- Automate monthly variance reporting, board packs, external reporting, and collaboration partnership reporting
- Enable teams with self-service reports so they understand the financial and operational impact of their decisions



Continuously forecast to gain business agility

In a volatile environment, you need to keep a finger on the pulse of the financial and operational health of your pharmaceutical or biotech company. With Adaptive Insights, you can implement a rolling forecast that allows your executives and department leaders to gain business agility in a rapidly changing industry. For example, your team can analyze the impact on the 12-month cash flow before starting a new project. Quickly update and analyze the forecast when project timelines change. Analyze and adjust sales forecast by drugs or devices and see the impact upstream and downstream in real time.

Deliver timely reports efficiently

The financial and operational reporting requirements for life sciences companies can seem overwhelming. Our easy-to-use reporting functionality helps you quickly generate financial, management, and ad hoc reports so you have more time to analyze the data. Use the drag-and-drop feature to report across multiple dimensions and drill down and across to the details. Increase collaboration and transparency with your entire organization by sharing notes even on the transaction data.

Make smarter decisions with analytics

When everyone in your company—from executives and department leaders to scientists and clinicians—has access to easy-to-understand, actionable analytics, your company's performance improves. With Adaptive Insights, you can provide analytics that is best suited for the end user with dashboards, data visualizations, forecasting models, and charts. They are easy to create, personalize, and share securely. Empower your functional teams to analyze project costs, personnel expenses, vendor spending, pharmaceutical sales revenue, and more. And make the right business decisions quickly.

“Our role is to make sure we have the financial runway to carry out our company’s mission.”

– Director, Strategic Planning & Analysis,
La Jolla Pharmaceutical

