

AstraZeneca and MedImmune achieve industry-leading visibility on demand and save millions by implementing

SmartSignals™
SUPPLIES



SMARTSIGNALS™ SUPPLIES

AstraZeneca (AZ) and MedImmune selected Signant's SmartSignals Supplies technology and implemented it as part of a wider supply chain enterprise platform overhaul led by Director of Supply Chain Capability, John Murray.

A module of the Signant's SmartSignals Supplies solution suite, Forecasting offers industry-leading technology that allows life science organizations of all sizes to create and aggregate forecasts in a simple, standard, and flexible format.

When the company realized that it could no longer proceed with a manual, Excel-based management system, it looked to Signant for a visible, centralized demand platform to improve productivity. Their web-enabled solution allowed AZ to accurately forecast and monitor supply needs using a standardized method, which reduced their annual clinical drug supply costs by 20%.



OVERVIEW

Biotechnology and pharmaceutical companies have traditionally managed clinical supply forecasting through independent projects and inefficient spreadsheets. The siloed nature of this approach has made it difficult to leverage historic program data to better understand the company’s goals and optimize clinical supplies.

Until now, life science companies have focused only on the availability of treatments and their trial’s speed to gain market share; they dedicated little effort to aggregating data across projects and therapeutic areas to optimize spend. As a result, clinical supply management is 25-30 years behind other supply chain industries and only now, as supply complexities increase and costs continue to rise, are life science companies placing an emphasis on costs and zeroing in on all three objectives:



COST



AVAILABILITY



SPEED

To achieve these objectives, companies are moving away from manual and isolated spreadsheets. They recognize that this approach is not just inefficient, but can produce inaccurate data, leading to costly supply waste and stock that expires before the trial ends. Instead, industry leaders like AZ are implementing intelligent forecasting solutions, namely Signant’s SmartSignals Supplies solutions, such as Forecasting.



Historically, clinical drug supply budgets within the pharmaceutical industry have remained relatively unscrutinized, as the primary focus of the clinical teams is to ensure availability to patients. This has led to ill-defined, closed forecasting practices in Excel which leads to an incorrect, obsolete forecast riddled with double counting and spreadsheet formula errors. SmartSignals Supplies enables the customer to move away from Excel-based forecasts, thereby creating a visible and consistent approach to forecasting which allow our customers to make more informed decisions regarding drug supply, and also to take greater advantage of strategies like global pooling and on demand labeling. This is becoming more and more key in a world of increasing costs and study complexity.

Oliver Cunningham

VP Supplies Management, Signant Health



THE SOLUTION

Signant SmartSignals is a web-enabled solution that empowers biotechnology and pharmaceutical organizations of all sizes to effectively forecast clinical supplies requirements. It aggregates all supply and demand data into one system to intelligently:



Forecast all types of clinical demand (e.g. protocol and non-protocol driven)



Monitor & react to changes in demand and supply



Link demand & total supply

Signant assisted AZ and MedImmune to implement the forecasting tool and aggregate historical supply, demand data into one convenient location, and provide key personnel access to a live view of the supply position in each clinical trial.

HOW IT WORKS:

- 01 The electronic solution features program and study-specific levels.
- 02 Master data is prepopulated into the system to include all bill of materials (e.g. number of drug capsules per bottle, number of bottles per pack).
- 03 Recruitment is regularly reviewed and updated for each study, adjusting the demand in the system.
- 04 Each time the forecasts are updated, the supply data automatically adjusts through allocation.
- 05 Dashboard displays expirations and safeguards from stocking against the shelf life.
- 06 The real-time data ensures the right amount of product is produced and stocked.

THE RESULTS

By putting in place a robust forecasting application, demand planning process, and a renewed productivity drive, AZ and MedImmune are now saving at least 10% of their annual drug supply budget.

Signant's Forecasting is the only available application of its kind, providing 10% to 20% savings every year by using the historical and real-time data to optimize supplies for a stronger investment return. Like most major pharmaceutical companies that operate in a highly regulated environment, AZ was initially concerned about implementing a new tool and managing the change. However, Signant provided professional training resources, including on-site support to address these concerns.

Signant's Forecasting reduces costs, ensures product availability for patients, and enables an efficient, speedy trial.

- 01 Proactively managing supply and demand
- 02 Increasing accountability of forecasts by everyone within the supply chain
- 03 Efficiently using available stock to reduce waste and excess costs
- 04 Improving visibility, responsiveness, and flexibility
- 05 Enabling collaboration between programme and study management communities
- 06 Sharing regular outputs at project team meetings with credibility and confidence
- 07 Viewing globally pooled supplies across individual and multiple programs (e.g. comparators + components, combination, clinical partnership and basket studies)



For each study we've launched following our pilot programs, our team has become more efficient transitioning our data and navigating the software. I can't ever imagine going back to Excel after experiencing the impact that this single source solution has brought to our forecasting efforts. By experiencing >10% savings on drug supply costs from accurate forecasting, AstraZeneca has been able to put those funds back into our business to execute more clinical studies from our rich pipeline. The opportunity to carry out more trials has made a big difference to our organization and has made even more treatments available to the patients who really need them.



John Murray

Senior Director of Clinical Supply Chain Digital Transformation, AstraZeneca

OUR SOLUTIONS ARE BETTER TOGETHER

UNLOCK THE FULL VALUE OF SUPPLIES

SmartSignals Supplies is the industry-leading clinical supplies platform that offers optimal applications and interfaces to best support specific supply chain strategies.

PLANNING

Planning, a module of SmartSignals Supplies, bridges the gap between forecasting demand and initiating GMP supplies, while dynamically managing supply/demand at both the project and portfolio level. The electronic solution offers supply/demand visibility to all levels and cross-functionally collaboration.

LABELING

Label Design & Print (LDP) allows organizations of all sizes to design and print their own clinical labels, while our Label Routing & Approval (LRA) accelerates label approval by applying a library of standard, pre-approved phrases in an integrated, configurable workflow.

RANDOMIZATION & TRIAL SUPPLY MANAGEMENT

Signant's RTSM solution effectively manages randomization and optimizes the trial supply chain to reduce waste and deliver the right products at the right time.

ELECTRONIC BATCH RECORDS

Electronic Batch Records (EBR) streamlines the master batch record creation and fulfillment process by creating and reusing a library of activities and process steps required for successful batch fulfillment.

CLINICAL SUPPLY CHAIN

Clinical Supply Chain, a module of SmartSignals Supplies, provides a centralized and secure location for all GMP inventory and master data. Guarantee critical business checks and data validations are performed to achieve 21 CFR Part 11 compliance.

SUPPLY ACCOUNTABILITY

Supply Accountability, a module of SmartSignals Supplies, centralizes the reconciliation and global returns process by offering visibility and reconciliation actions for site-level inventory.

[Explore the Full Suite](#)

WHO IS SIGNANT HEALTH?

As the evidence generation company, Signant is dedicated to delivering clinical research excellence. Whether your study is large or small, global or local, we give you proof at the speed of life.

