

Know Your Business Process and IT Improvement Initiatives are on Track

Pharmaceutical and Life Sciences Industry Advisory Services

Navigate with Confidence

Pharmaceutical and life sciences organizations are facing unparalleled cost and competitive pressures as patents expire and the new drug pipeline shrinks. EquaTerra can help you navigate in this dynamic environment. We have advised 10 of the top 12 pharmaceutical companies on business process and information technology (IT) improvement initiatives that reduce costs and enhance services.

We have helped organizations of all sizes in this industry improve their service delivery in pharma-specific areas such as clinical data management and pharmacovigilance. In addition, we have extensive experience across enterprise functions such as human resources (HR), IT, finance and accounting (F&A), facilities management, real estate and regulatory compliance. The current landscape is driving pharmaceutical companies to look at mergers, acquisitions and divestitures, an area where EquaTerra is uniquely qualified to quickly help pharma clients rationalize their back office to optimize performance and cost.

EquaTerra Industry Advisors Deliver Results

EquaTerra is a leading outsourcing and shared services advisor to companies in the pharmaceutical and life sciences industry.

- We have completed more than 120 pharmaceutical engagements, including IT, HR, F&A, procurement, facilities management, general and administrative, research and development, and regulatory (clinical data management, pharmacovigilance, regulatory submissions) for both domestic and global companies.
- We have supported pharmaceutical clients through the full sourcing life cycle from strategy through to governance design and tool installation and management.
- Through our interactions with these clients, we gain insight into both the regulatory challenges as well as the compliance strategies these companies have elected to implement.
- Our experience has taught us that pharmaceutical industry clients demand higher levels of service when dealing with both external service delivery partners as well as internal transformation.

Partial Client List

- Abbott Labs
- AmerisourceBergen
- Astellas
- Astra Zeneca
- Bayer
- Boehringer Ingelheim
- Bristol-Myers Squibb
- Cardinal Health
- Catalent Pharma Solutions
- Clariant
- ConvaTec
- DSM
- Eli Lilly
- GlaxoSmithKline
- Hospira
- Johnson & Johnson
- Mead Johnson
- Mylan Labs
- Novartis
- Pfizer
- Schering-Plough
- Shire
- UCB



EquaTerra Methodology

The Service Delivery Lifecycle is a complex journey that requires meticulous planning, solution definition and rigorous implementation control and optimization to enable full value from the arrangements. EquaTerra's methodology operates across the lifecycle.

We apply our knowledge and experience to your unique situation to define an approach that works for your organization, focused on delivering against your desired business outcomes.



Visit our website for Pharmaceutical [case studies](#) and [research](#).

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About EquaTerra

EquaTerra sourcing advisors help clients achieve sustainable value in their IT and business processes. Our advisors average more than 20 years of industry experience and have supported more than 2,000 transformation and outsourcing projects across more than 60 countries. Supporting clients throughout the Americas, Europe, and Asia Pacific, we have deep functional knowledge in Finance and Accounting, HR, IT, Procurement, Real Estate and Facilities Management and other critical business processes. EquaTerra helps clients achieve significant cost savings and process improvement with internal transformation, shared services and outsourcing solutions.