

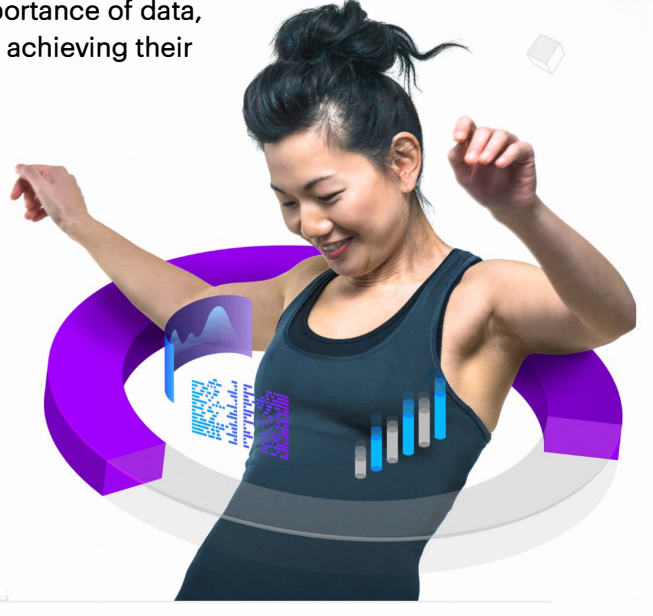
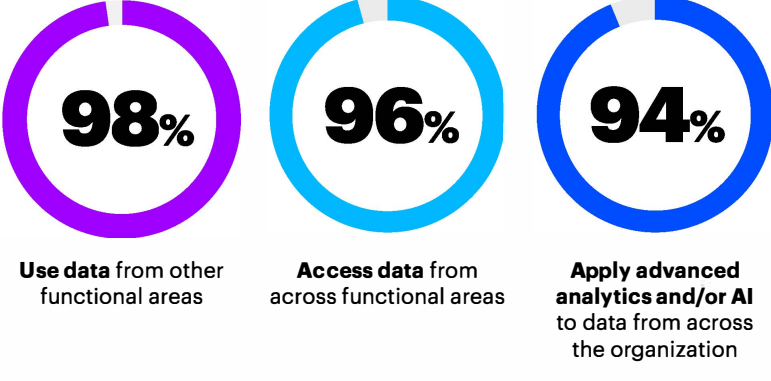
Accenture Life Sciences
Patient Inspired. Outcomes Driven.

THE CASE FOR CONNECTIVITY IN LIFE SCIENCES

Accenture commissioned a survey with IDC Health Insights regarding the need for data access and technology connectivity across the life sciences enterprise. In early 2019, IDC surveyed 126 pharmaceutical and biotechnology leaders from the United States and the United Kingdom.

Driving action with insights

Survey respondents showed strong consensus around the importance of data, stating that the following were **important or very important** to achieving their company's business strategy:



What is the value of connectivity?

Innovation wins... Top 3 answers to:

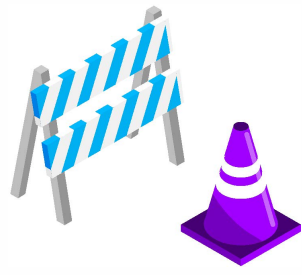
What would be easier to achieve with the implementation of an end-to-end technology platform?



Top 3 benefits leaders expect from implementing an end-to-end technology platform



What's in the way?



These were said to be the top 3 barriers to achieving a "digitally connected organization:"

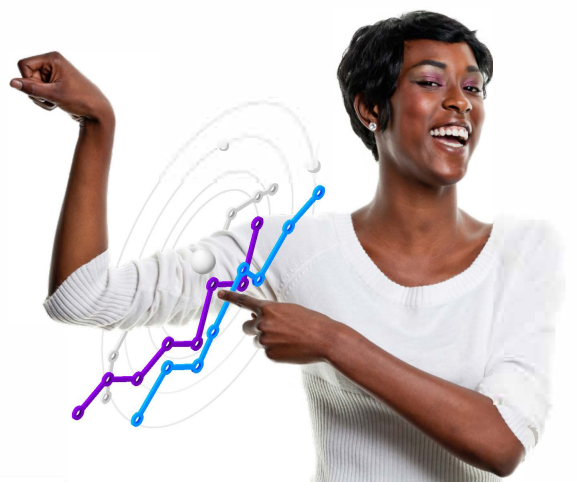
1. Limitations created by the current regulatory environment
2. Mobilization of functional domain areas to work toward that goal
3. Prioritization of budget to expedite implementation

What is driving the need for connectivity?

Based on a recent report from Accenture Research, biopharma companies are embracing New Science. This is an evolving, unique combination of the best in science and health technology (e.g., genomics, biomarkers, companion technologies, delivery methods, etc.) that is filling an unmet need and raising the standard of care.

- **54% of sales** between 2017 and 2022 are expected to be driven by New Science, up from 47% in the previous five years.
- **6-7x more investment** is being made in digital, data and genomics by leaders in New Science, compared to their peers.
- **50% higher probability** of technical and regulatory success (PTRS) with New Science compared to other treatments.

[READ MORE ABOUT NEW SCIENCE](#)



When will it happen?

Two thirds of respondents think it will take years to easily access and use data seamlessly from across the organization.



What's the solution?

The Accenture INTIENT platform enables the continuity and flow of data across the life sciences enterprise, from discovery and clinical development, to pharmacovigilance, regulatory and patient services. This solution will allow rapid integration of new technology, advanced analytics and applied intelligence—supporting the development of new, ground-breaking treatments for patients.

Accenture Life Sciences

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Learn more

Discover how Accenture INTIENT can power access to actionable insights from research to results, enabling faster, smarter decisions.

[Accenture.com/INTIENT](https://www.accenture.com/INTIENT)

Source: IDC Survey sponsored by Accenture: The Case for Connectivity in the Life Sciences, 2019

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