

Pharmaceutical Services

Pharmaceutical companies operate in challenging times marked by rapid developments in science and technology, a changing FDA-compliance landscape, unknown impacts of possible universal health insurance coverage, the changing patient-physician relationship, and industry consolidation. Due to these factors, pharmaceutical companies are experiencing reduced forward-looking visibility which makes it difficult for them to gauge the value of their new-product pipeline.



Rather than being producer driven, the new product market today is patient-consumer-led. The way ahead is filled with risks. As new products are discovered, marketed, and introduced into formularies and physician offices, demand has become the key determiner of price and indicator of market acceptance. Thus, pharmaceutical companies can no longer permit internal processes to determine price levels, as in the past.

How can pharmaceutical companies grow and thrive in this complex, uncertain environment? At Thomas Group we know very well that where innovation intersects with regulation, speed-to-market is a key success factor, one that can be significantly slowed by disjointed processes and organization alignment issues.

Thomas Group consultants strive to assist clients become better informed and integrated so they can be more agile, holistic, customer facing and proactive to market conditions.

The need for efficiency, quality, and flexibility has never been greater. Thomas Group can help pharmaceutical companies cut costs, improve quality standards, shorten product development times, and introduce innovative products to the market that customer value.

Our Approach

Thomas Group works globally with pharmaceutical companies to strengthen and maximize management practices, resulting in a process-based transformation that effectively manages, and dramatically improves, cross-enterprise productivity. Thomas Group professionals have extensive experience in restructuring, redesigning, and reenergizing business process improvements. They will offer you a pragmatic and workable approach to generating rapid, sustainable business improvement. A key underpinning of Thomas Group's approach is conquering complexity with a systematic approach to identifying and pulling key-improvement levers and prioritizing and sequencing improvement initiatives for maximum benefit.

We will provide your organization with proven mechanisms to engage employees and produce results. We help our clients realize change management faster and with more dedication and focus than they thought was possible.

Services We Provide

- Asset Productivity
- Continuous Process Improvement
- Time to Formulary™

Whether it is sales and marketing, channel management, or new product development and rollout, at Thomas Group we have the experience in strategy development and implementing operational tactics to help you get results. We work hand in hand with customers to collaborate and coordinate within many pharmaceutical company business units, including:

- R & D
- Clinical trials
- Strategic planning

- Sales and marketing
- Operations
- Analytics, metrics, etc.

Thomas Group also works with clients on:

- Merger integration (resources, culture, and strategy)
- Organization alignment
- Sales force effectiveness
- Accountability
- Strategic account communication platforms (outward communication)
- Organization and infrastructure recommendations

Benefits to successful program implementations include reaching economies of scale, freeing capital for future investments, and considering more make-or-buy decisions.

Thanks to you and Thomas Group working side by side, your entire supply chain will be connected and ready to rapidly launch new product.

Let Thomas Group help you transform your company and realize your potential by implementing **Breakthrough Performance Pharmaceutical solutions.** 