



# LIFE SCIENCES AND PHARMACEUTICAL SECTOR

Here are some facts about the Life Science and Pharmaceutical sectors:



Global sales top  
**£640 billion**  
each year



Thanks to innovations in healthcare,  
European citizens can expect to live up to  
**30 years**  
years longer than they did a century ago



Market size of  
**\$1.52 trillion**



Life Science and Pharmaceutical  
industry has employed  
**1 million**  
individuals in Mainland Europe



Around  
**40 new medicines**  
are approved each year and  
the average cost of developing a drug is  
**£400 million**  
from initial discovery to approval



Only 1 in every  
**5000 products**  
are approved as a new medicine and only  
**30%**  
approved and marketed drugs  
produce profits that cover their R & D cost

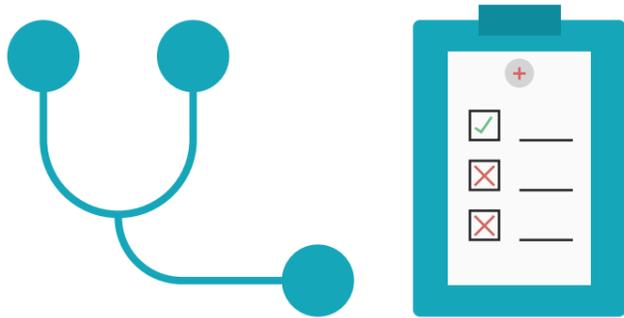
5 of the top 10 Life Science and pharmaceutical companies of 2018  
are working with or used to work with S A Partners



# How do fit into this sector?

As an organisation, we live and breathe our brand promise of  
**‘Together, the power to improve’**  
with both our customers and our own team.

Our commitment is to transform organisations enabling them to  
maximise their effectiveness and people potential.



Using proven diagnostic models and an implementation framework delivered by highly skilled and experienced practitioners who are continually developed by our own Thought Leaders.

Boston  
Scientific

Pfizer

Roche

abbvie

Mylan+

BD

Teleflex®

ROTTAPHARM

Bristol-Myers Squibb

# 137

 clients in the Life Sciences  
and Pharmaceutical sector:

74

Ireland

54%



25

UK

18%



15

USA

11%



15

Mainland Europe

11%



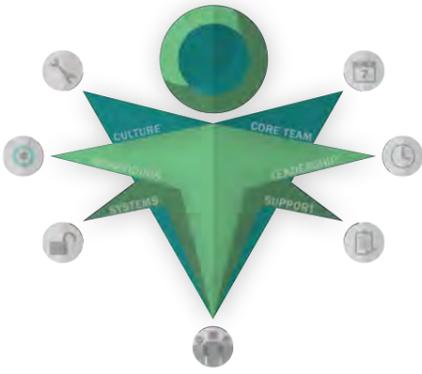
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Rest of World

6%

We specialise in:

# Total Productive Maintenance



Allows you to unlock your installed productive capacity, by unlocking the full potential of your people within the organisation. To develop a system whereby physical assets are introduced, managed and retired within the organisation by realising their total lifecycle productive potential. To (maintain) deliver ideal asset performance throughout its total lifecycle at optimum cost.

# Lean Transformation



Lean means creating more value for customers with fewer resources. Our training programmes cater for all levels of your organisation, from front line tasks (Lean Awareness/Team Member/Team Leader), through to middle tier processes (Coach), and top tier systems (Master Coach). All our certification levels are accredited to Cardiff University's Lean Competency System, and the number of supported days will be determined by your organisation's needs and existing capability.

# Leadership & Coaching



To develop the necessary behaviours for leaders at front line, middle and senior levels to engage people in their improvement journey. Provide awareness for leaders about the most effective behaviours to exhibit at each management level in the business. Provide an accredited development approach for leaders, aligned to the LCS.

# Strategy Deployment

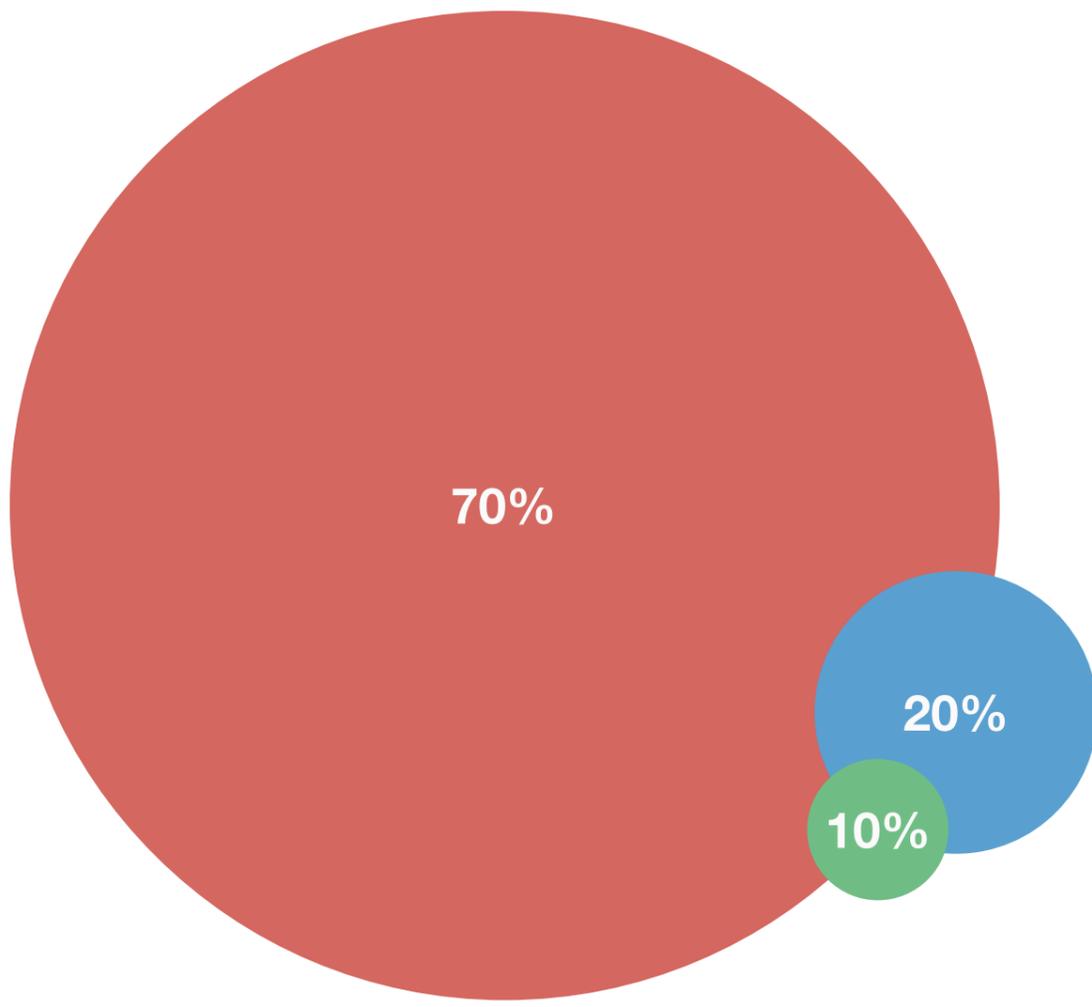


Developing a measurement system (KPI) that drives ideal behaviours and delivers the strategy which takes your organisation from its current state, through to its optimum state. It deploys these measures across the entire organisation ensuring every individual is aligned and understands their role in delivering the strategy.

# Programme Governance



Identify the purpose of the programme and how people will work together to deliver it. Quantify the benefits of the programme and how data will be gathered to monitor progress. Create the programme governance structure to ensure appropriate resources are available to deliver benefits.



## 70-20-10

**70% - Practical**  
**20% - Experiential**  
**10% - Theory**

It is a practice based learning activity. In group environments, delegates can share their learning and experience with each other.

## What benefits do companies have from us?

1. **Customer**      How we identify the needs of the Customer and translate these into measurable goals, Customers should be considered as Employees, Consumers, Shareholders, etc.
2. **Compliance**      How we satisfy the regulatory needs the organisation has committed to, through the introduction of compliant working and/or reduction of risk.
3. **Cost**      How we identify and meet the short term and long term cost objectives of the organisation.
4. **Colleagues**      How we identify satisfaction and engagement levels desirable from our teams and develop mechanisms to ensure their delivery.
5. **Capacity**      How we develop and maintain suitable capacity(people and process) within our organisation to deliver the current and future needs of our customers
6. **Capability**      How develop and maintain suitable capability (people and process) within our organisation to develop the current and future needs of our customers.

## What do our clients think?

“ S A Partners brought with them the experience and ability to work across the organisation, at every level, driving a change in thinking about how we work, how we do business, and how we create customer value.  
**Managing Director, Customer Services and Operations** ”

“ Our selection criteria included up-skilling our people, and the sustainability of the changes implemented. S A Partners stood out from their competitors in their ability to do this.  
**Director, Process and Investment Delivery** ”



# Get in touch!

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