

# Biotechnology company selects a software system to enable data-driven manufacturing.

## CLIENT OVERVIEW

Cellular Technology Limited (CTL) is a fast-growing organization in the biotechnology sector. CTL is a pioneer and industry leader in the development, use, and manufacture of standardized tools for specializing in cellular immune assays.

## SITUATION OVERVIEW

CTL was seeking to move to a cloud solution that was industry compliant and validated.

This rapidly expanding company needed to consolidate its IT footprint and disparate systems. Key functionality, such as Lot Traceability, Quality Management, Research & Development (R&D), was not integrated with Financials and Manufacturing operations.

As a result, there was heavy use of Excel and SharePoint. In addition, clinical trials and information provided by contract research organizations was stored and accessed through separate systems with no dynamic flow of data.

The current IT landscape made it challenging to efficiently gather and analyze data. The organization only had limited ability to facilitate descriptive data and was not able to influence decision making based on predictive or prescriptive data.\*

\*Descriptive Analytics – what happened in the past; Predictive Analytics – what will happen; Prescriptive Analytics – how to make it happen





## NOTABLE CHALLENGES

- CTL managed their lab-based manufacturing operations with multiple, customized tools lacking workflow automation and integration capabilities.
- The IT infrastructure was a combination of on-premises and cloud applications. CTL needed to increase the use of cloud technology in their operations.
- Storage management was a constantly increasing challenge. Companies in these spaces need the ability to store and track thousands upon thousands of small vials. These vials are individually labeled, lot-controlled, and can be sensitive to certain environmental conditions.
- Managing services by contract research organizations was a web of activities that needed to be documented and tracked.

## OUR APPROACH

- Using a data-driven manufacturing approach, we analyzed current state processes, while identifying areas for standardization and best practice adoption.
- We identified many manual processes as automation opportunities.
- We facilitated a technology evaluation that was collaborative and supported end-user adoption while remaining agnostic.
- We identified an information strategy designed to enable the organization to leverage predictive analytics and eventually leverage prescriptive analytics where the system would make recommendations to influence business outcomes.



## THE OUTCOME

Panorama Consulting Group provided CTL a foundation to successfully select a system with integrated functionality for all aspect of the business.

The selected application met the requirements of a data-driven approach. The system will use data to predict future outcomes for business stakeholders to act upon, while enabling the organization to evolve from a company with limited descriptive analytics, to a company that can leverage predictive analytics, and finally to a company that can leverage prescriptive analytics.