



The next 90 days
UK Pharma supply chain from Covid to Cooperation

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STEVE NICOLL

Director & Business Excellence Coach

Steve spent 32 years at News Corporation in a variety of leadership roles and since launching *The Lean Orange* in 2017, has worked with multiple pharmaceutical organisations across the world.

He also supports manufacturing and service organisations across Europe, as well as in China, India, North Africa, the Middle East, Australia, Ireland, the USA and the UK, offering the guidance required to pinpoint their challenges and create effective solutions, ultimately building a platform for long-term business success.



Our purpose:

Inspiring thoughtful leaders, curious people and sustainable business excellence.

Our method:

We work with like-minded individuals and organisations to explore the challenges and obstacles that restrict sustainable business excellence and help them be their own catalyst for purposeful, interesting and creative improvement.

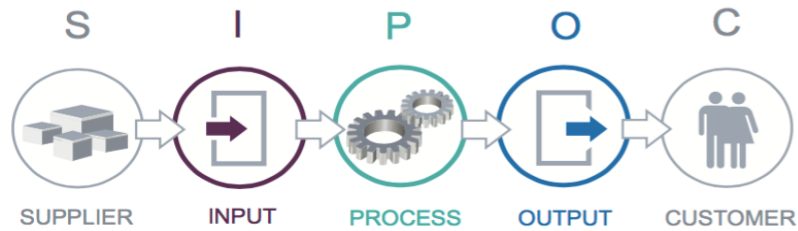
Our Three Values:

Straight Talking: Be personable and human. Put common sense talk into actions.

Simplicity: Be curious. It's easy to add something, but it takes real effort to simplify.

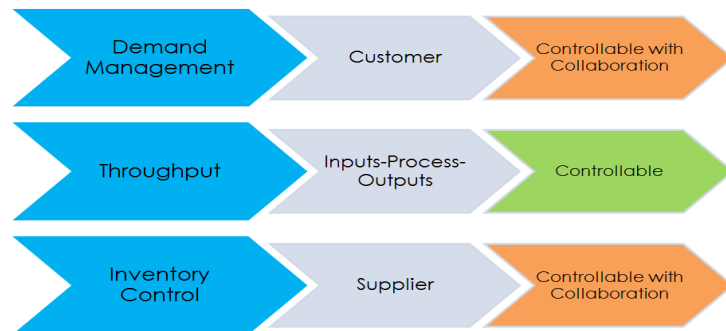
Supportive: Be collaborative and generous with knowledge. Not everything is a competition.

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SIPOC

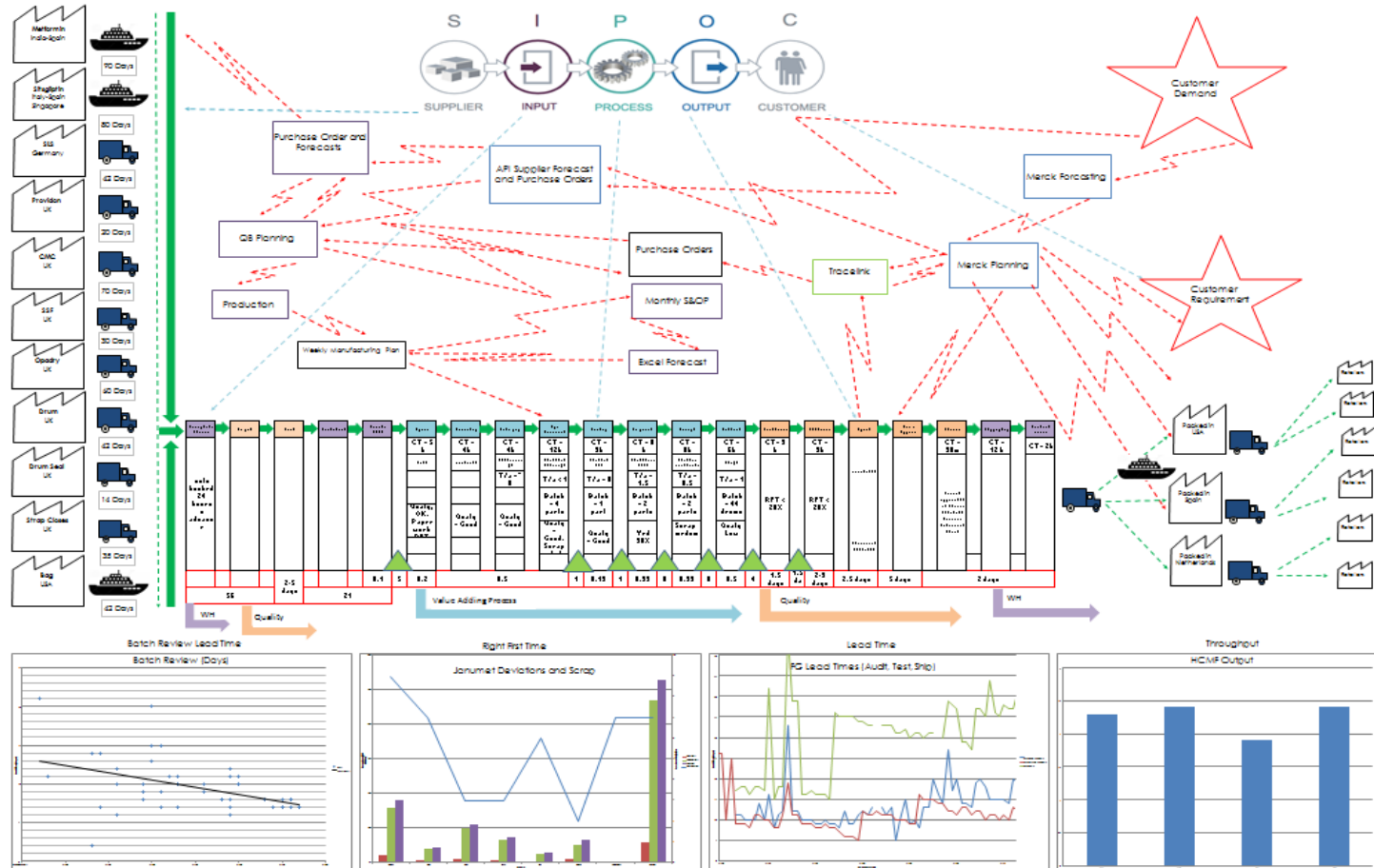
Is a high-level view of our end-to-end value stream and connects the entire system, allowing us to leverage pain points.



Controlling SIPOC-Uncertainty

Strategic rationale behind supplier selection is not currently a consideration as lead times are often buffered with large safety stocks.

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Competitive Advantage:

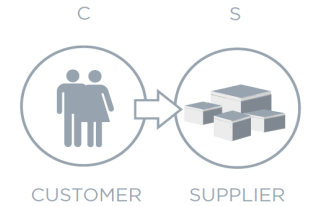
Before transitioning away from a traditional model, each internal value stream needs to be visualised by creating systems diagrams.

Systems Thinking:

Creating a systems diagram teaches us to see all the interdependencies of the system.

We need to visualise this to stimulate discussions and make improvements and innovations.

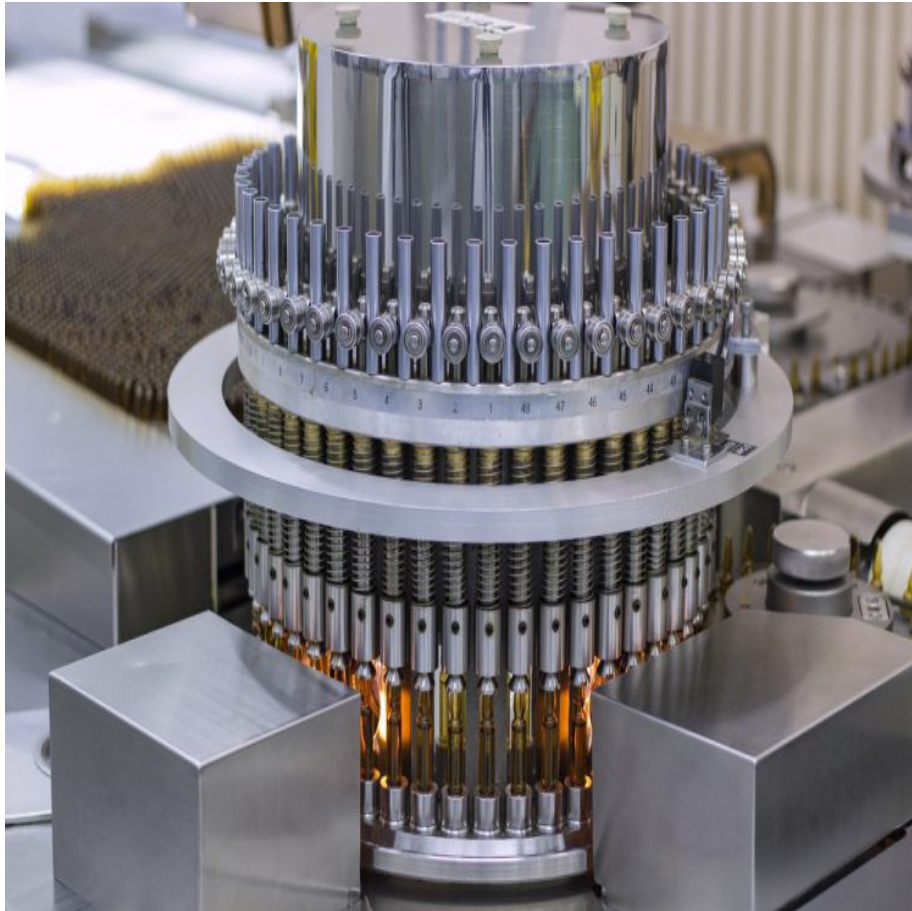
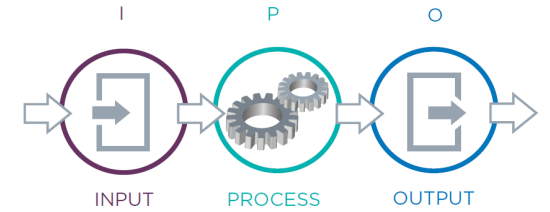
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What are we currently seeing in the UK?

- Basic instincts to protect and secure people, products and patients
- Collaboration between organisations; a one-team mentality
- Challenges, reactions and discoveries being shared
- Increased demand being realised
- Agility and responsiveness to provide seamless customer value
- Simplification and innovation of design and manufacturing
- Organisations repurposing and redesigning
- Leadership Vs Management

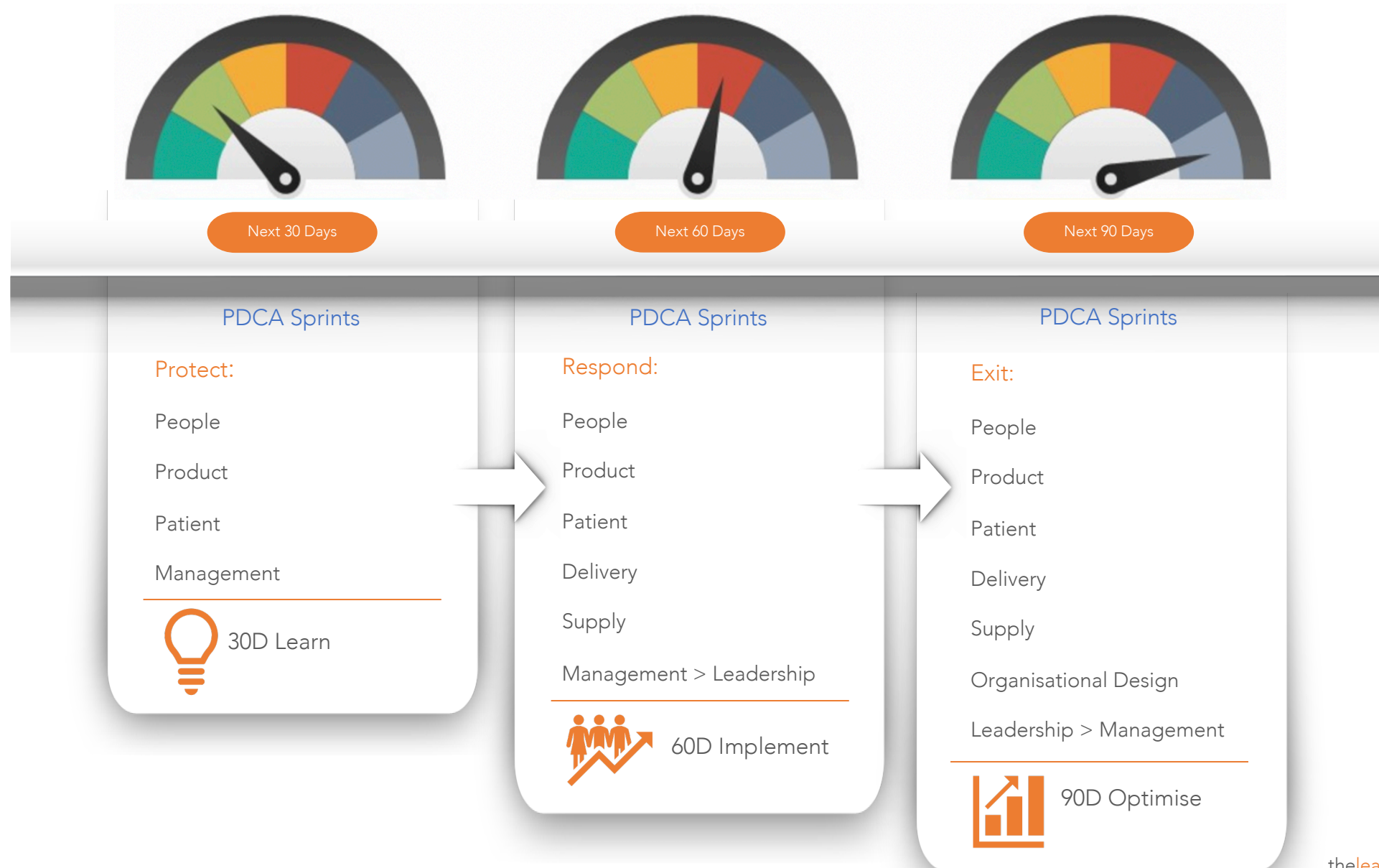
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Manufacturing Challenges

- Manufacturing facilities increasing productivity and performance with a real can-do attitude
- Stable supply of product out of sites and supply into sites
- Protecting people, making them feel emotionally and physically safe working on site or from home
- Increased use of virtual meetings with the opportunity to reflect on the purpose for holding the meeting
- We have 21st century science, managed by 20th century minds, regulated by 19th century laws
- Rethinking how to develop drugs and medical devices faster, cheaper without compromising patient safety
- How will artificial intelligence and industry 4.0 play a bigger role in the future?

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Pain + Reflection = Progress

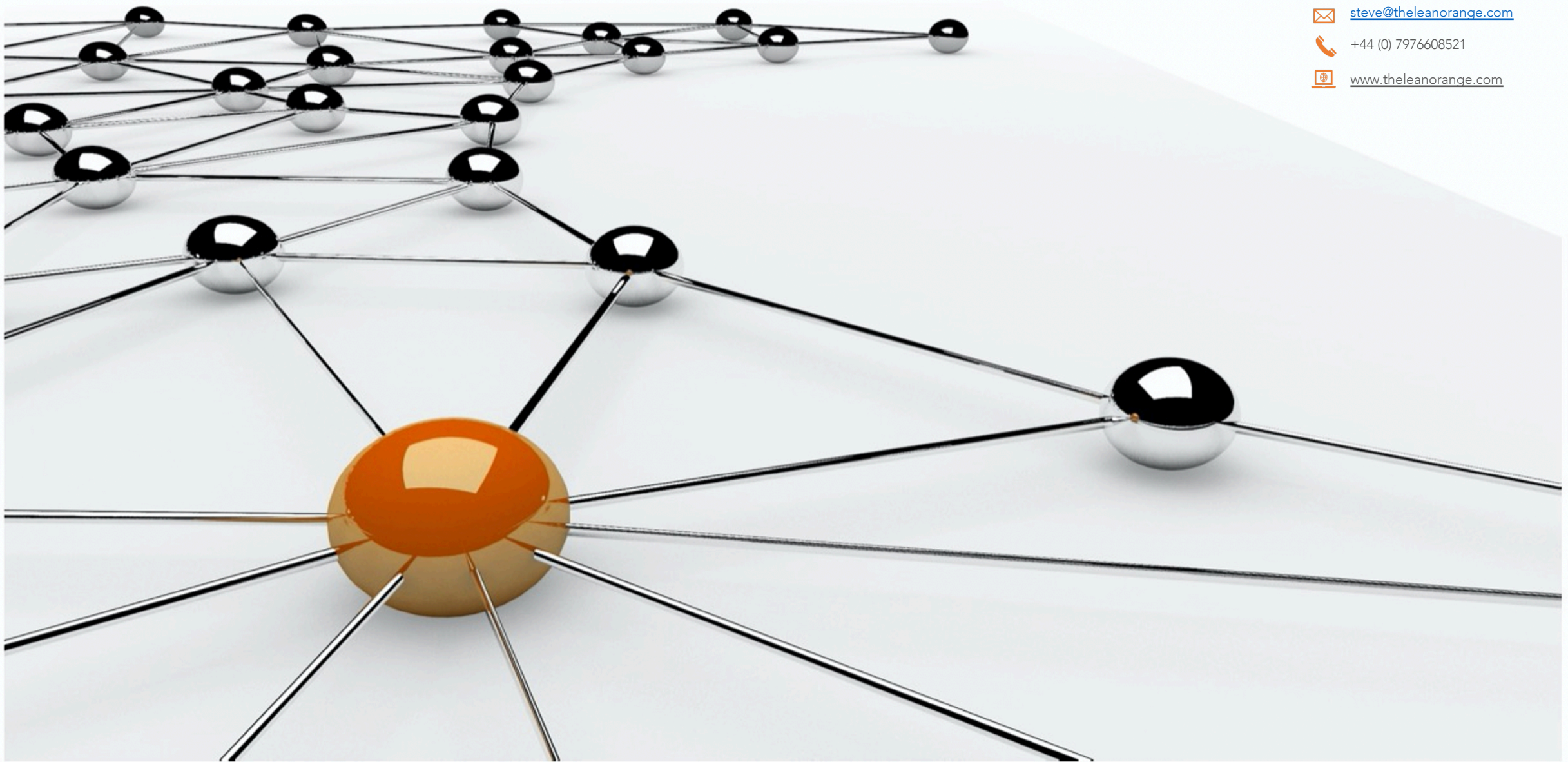
- COVID-19 has exposed the reality that our supply chains were built for efficiency and profit, not effectiveness or resilience and make little provision for risk
- Will manufacturing options return closer to home?
- Will we start questioning the wisdom of a globalised supply chain?
- Will artificial intelligence, predictive analytics and robotics have a bigger impact in the future?
- After decades of getting longer and thinner, should we reconfigure our supply networks for the new normal?
- Resilience = surplus and surplus = extra costs.
- Are we prepared to invest in innovative supply networks?
- Can we afford not to?
- What do you think?

The New Norm is Business as Unusual



Three Key Learnings:

- Stay close to your customers and suppliers
- Stay close to innovations from within and outside of your sector
- Stay close to your people. Without them you only have depreciating assets



CONTACT US

✉ steve@theleanorange.com

☎ +44 (0) 7976608521

🌐 www.theleanorange.com