

Life Sciences



Providing Business Consultancy Services
to organisations in the Life Sciences sector.

“We embed customer value management across our clients end-to-end processes”

WE DESIGN AND APPLY STRATEGIES TO HELP ORGANISATIONS ENSURE QUALITY AND PROFITABILITY IS MAINTAINED.

This industry remains highly regulated, highly capital intensive and highly reliant on data quality.

Our Life Science Centre of Excellence is comprised of industry and subject matter experts with a wide range of experience. We provide both stand-alone and integrated services to clients across the full life science spectrum including biotechnology, pharmaceutical and medical devices. We support our clients ranging from global MNC's, large private enterprises, plc's and SME's, in delivering efficient operations and in achieving their strategic objectives.

The breadth of our client base has allowed us to gain valuable insight into the complexity and the variety of issues facing the Life Sciences sector. This industry remains highly regulated, highly capital intensive and highly reliant on data quality which poses challenges that Grant Thornton can help your organisation navigate.



Your organisation can rely on our highly experienced, local and committed teams to deliver a cost effective and efficient engagement.

Grant Thornton is Ireland's fastest growing professional services firm. We deliver solutions to all business challenges. Clients choose us because the breadth of advisory services they need is delivered innovatively and always to the highest standards. At Grant Thornton we are committed to long-term relationships.

We offer empowered client service teams, hands-on partner involvement and shorter decision making chains, ensuring agility and punctuality in service delivery.

Grant Thornton have unique experience in completing a wide range of projects for public and private sector clients in both Ireland and across Europe. Our team is accustomed to working with clients collaboratively to ensure that key project deliverables are identified and tracked succinctly, from the beginning to the end of the engagement process.

Grant Thornton has a wealth of advisory experience from our interactions with a range of clients, ranging from SME's to large organisations.



Our Offerings

Grant Thornton is the ideal project partner to help achieve the strategic goals of your firm. With an agile team ready to engage, we have the capability to assist you regardless of location.

Across our offerings Grant Thornton endeavour to optimise client experience, identify savings, deliver quick wins and enhance delivery capability.

We will collaboratively develop a bespoke proposal to meet your requirements. We have outlined a selection of our offerings below:



STRATEGIC ADVISORY

We offer a range of services in this sector including strategic planning, feasibility studies / Cost Benefit Analysis (CBA), industry/ sectoral analysis and surveys, economic impact assessments and merger integration support. We use data and conduct analysis to inform the strategic direction of our clients.



BUSINESS TRANSFORMATION

Our business transformation service offering consists of programme, project and change management, communications and stakeholder engagement and Target Operating Model (TOM) development.



OPERATIONAL EXCELLENCE

We have a wealth of experience in helping companies in the Life Sciences sector in achieving their goals through business process re-engineering, cost transformation and customer value analysis.



PROJECT MANAGEMENT CONSULTING

We provide guidance and advice in all aspects of project management from the roll-out of project management methodologies to training for project stakeholders.

Benefit from our hands-on experience and insights in the Life Sciences sector.

OUR TEAM

Our locally based and committed team has diverse experience of the Life Sciences sector enabling the targeted application of our service offerings.

We are empowered to deliver, with hands-on partner involvement ensuring agility in decision making throughout our engagements.

We provide a robust service together with sensible, transparent pricing and we focus continuously on how we can further add value to our clients.

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Our Experience

Global Pharma Client

CHALLENGE:

Our client required support in the roll-out of new long-term planning (LTP) and forecasting activities.

SOLUTION:

One of the main deliverables was the organisation of 12 global brand's long-term forecast and brand development. This included, but was not limited to, the following key activities:

- Organising and managing the global and market consultations;
- Post consultation de-brief activities;
- Coordinating and communicating standardised templates;
- Organising forums for brand strategy planning; and
- Coordination of a marketing campaign.

Grant Thornton supported the client to streamline their new process by providing Project Management Office (PMO) techniques and tools, change management strategies, frequent communications and standardised processes.

OUTCOME:

As a result of this body of work, Grant Thornton were requested to work on a Lessons Learned piece for the client. This involved the creation and collation of an online questionnaire for over 250 stakeholders. Grant Thornton analysed the feedback and survey results of 1:1 interviews and presented them in a report to the client, outlining the key themes, challenges and recommendations.



Global Medtech Client

CHALLENGE:

Grant Thornton were engaged to manage the updating of major manufacturing systems, which involved identifying, defining and managing all projects within the defined programme of work. The objective was to ensure critical production systems would continue to integrate with the new system. Development, QA, CSV, Business Analyst, Financial and Project Support resources were required to support all aspects of the system upgrades. To provide safe production, the system was required to integrate with JDE and SAP systems during the transition.

SOLUTION:

The initiative was segregated into three programmes of work:

1. The transition to SAP;
2. Projects which have been “Triggered” by the transition to SAP; and
3. Competing projects running parallel to the transition to SAP.

Project managers led the detailed analysis of the technologies to successfully integrate with SAP and were responsible for the build phase, while the engineers and developers implemented the solutions. Each implementation required full end-to-end validations.

OUTCOME:

Grant Thornton successfully delivered each of these projects, with minimal disruption to day-to-day production activities and supported the transition to business-as-usual operations.

Global Pharma Client

CHALLENGE:

A growing global pharma client engaged Grant Thornton to provide project support for multiple key strategic projects. These projects involved working with an external contract manufacturer for sourcing, manufacturing and global distribution, in order to launch new innovative products.

SOLUTION:

Grant Thornton managed cross-functional teams across the global organisation. Key deliverables included:

- Day-to-day project tracking;
- Project management activities;
- Management of cross-functional project teams in a matrix structure; and
- Visualisation tools and techniques.

Our support involved detailed scoping aligned with the organisation and developing project time-lines and plans. Robust processes for project governance were also implemented.

OUTCOME:

We provided project management support on an ongoing basis, supporting project reporting and work-stream management.



US-based Biotech Firm

CHALLENGE:

Grant Thornton led a change management and culture evolution programme for a Bio-therapeutics start-up in the US. Our team was responsible for leading the cultural assessment and diagnosis, developing an “Organisational Change Management Plan” and overseeing cultural change execution and roll-out.

SOLUTION:

This work involved rolling out Human Resources (HR) initiatives to action the findings found in the change culture survey.

This encompassed meeting hygiene training, developing internal communication channels and materials, improving employee on-boarding processes and developing a company competency framework.

OUTCOME:

Following on from this work, the client re-engaged Grant Thornton to conduct an executive coaching and 360-degree feedback process for their senior leadership team.

Key contacts for our dedicated team:

At Grant Thornton, we can meet you to tailor a complete end-to-end solution that suits the diverse needs of your business. Please do not hesitate to call a member of our team to discuss your options further.



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