Planisware Solutions for Alliance Management in Pharma

MANAGING PHARMA ALLIANCES WITHOUT THE HEADACHES

Pharmaceutical partnerships are essential to innovation. Industry leaders team up with biotech startups, universities, medtech companies, and CROs to push new treatments forward. Sounds great, right? Well, not always. The truth is most of these collaborations don't go as planned.

- **66% of alliances fail** to achieve their intended success.
- **83% of biopharma firms rely on partnerships,** but half of the value gets lost due to poor execution.

Without clear coordination, defined workflows, and real-time visibility, alliances quickly unravel—leading to delays, skyrocketing costs, and regulatory nightmares. Companies face constant hurdles like misaligned objectives, resource bottlenecks, and disconnected systems. Even the best partnerships can fall apart without the right foundation.

So, what's standing in the way of making these partnerships work? Let's break it down—and fix it.

THE HIGH-STAKES CHALLENGES OF ALLIANCE MANAGEMENT

1. Disconnected Planning & Poor Coordination

Life sciences partnerships are expected to **drive 84% more revenue over the next five years**—but poor coordination can wipe out those gains. Every company in an alliance – CROs, biotech firms, pharma giants - each brings its own processes, timelines, and reporting rules. When these don't sync, collaboration breaks down. Without a centralized project plan, teams redo work, miss milestones, waste time, money, and run into regulatory trouble.

Example: Regeneron and Roche worked on COVID-19 vaccines, therefore they had to align R&D timelines. Without a single source of truth, teams waste time, costs soar, and operational risks grow.

2. Limited Resource Visibility

Partnerships only work when teams know what resources they have. But too often, companies enter alliances without a clear view of staffing, expertise, or workload capacity. The result? Critical gaps, overloaded teams, stalled projects and missed deadlines become the norm.

Example: A pharma company acquires a biotech startup to fast-track innovation. But after cutting costs and laying off staff, they realize too late that they let go of the key scientists who held crucial expertise—not ideal. Without them, development grinds to a halt. Now, they have to scramble to rehire or retrain, losing time and driving up costs.

3. Unrealistic Capacity Planning

When alliances often take on big projects without checking if they have the resources to pull them off, teams commit to aggressive timelines, thinking they'll 'figure it out later.' But when workloads spike and key staff get stretched too thin, deadlines slip, stress rises, and progress grinds to a halt.

Example: A pharma company partners with a CRO to speed up clinical trials. Leadership promises fast results, assuming teams can handle the extra work. But lab technicians are already maxed out, and regulatory staff are juggling other projects. With no backup plan, bottlenecks pile up, deadlines slide, and the trial stalls—costing millions and delaying market launch.

4. Inadequate Risk Tracking

Pharma alliances move fast, but without a solid risk plan, small problems explode into costly setbacks. Compliance failures, regulatory fines, and delays pile up when teams rely on scattered spreadsheets instead of a single tracking system. Instead of preventing risks, they scramble to fix them.

Example: A pharma company rushes a new therapy through clinical trials. But without a centralized risk-tracking system, a minor labeling error on test samples goes unnoticed. By the time regulators catch it, the entire batch is unusable. The company scrambles to redo testing, delaying approval, driving up costs, and pushing back the market launch by months.

HOW PLANISWARE TRANSFORMS ALLIANCE MANAGEMENT

The best alliances succeed because teams **align strategies, streamline execution, and proactively manage risks.** Without the right tools, partnerships can fall apart. Standardized processes, seamless collaboration, and real-time resource tracking keep projects in line and on track. Alliances thrive when their teams know what's happening and what's next.

Centralized Project Planning & Execution

Managing pharma alliances shouldn't mean constantly putting out fires. Without a clear system for coordination, key details slip through the cracks, progress stalls, and costs escalate.

When everything clicks, alliances run smoothly, projects stay on track, and teams get to focus on what really matters—bringing life-changing treatments to patients faster and more efficiently.

Solution: Planisware provides a centralized platform for project planning, enabling real-time collaboration across organizations, eliminating redundancy, and

ensuring teams stay aligned. When alliances run smoothly, projects stay on track, and teams focus on bringing life-changing treatments to patients faster and more efficiently.

What's at stake? Companies that fail to optimize planning risk millions in lost revenue and regulatory setbacks.

Real-time Resource Visibility

Pharma alliances need careful resource planning, but many teams work with outdated or incomplete data. Chasing updates, digging through emails, and missing workload imbalances lead to delays, burnout, and stalled projects.

Solution: Planisware's real-time dashboard gives leaders a clear view of staffing, project progress, and budgets. With instant access to the right data, teams can prevent bottlenecks, balance workloads, and keep projects on track.

What's at Stake? Poor planning leads to overworked teams, missed deadlines, and wasted investment—slowing innovation and weakening alliance success.

Proactive Risk Management

Scattered or outdated data hides risks until it's too late. Compliance failures, delays, and regulatory setbacks can derail partnerships.

Solution: Planisware's predictive analytics catch risks early, so teams can act fast. Real-time alerts help adjust timelines, reallocate resources, and keep projects on track.

What's at Stake? Without real-time tracking, teams face compliance failures, costly rework, and delayed launches—putting partnerships at risk.

Seamless Integration, Zero Hassle

Co-developing a product works like any new product development project—but across companies. That means teams need secure, easy access to the right information. Planisware makes it simple. Remote authentication, project-specific access, and guided onboarding give alliance partners exactly what they need—without extra risk. They can collaborate, update data, and keep projects moving while security stays tight and compliance stays intact. No bottlenecks, no delays—just seamless teamwork.

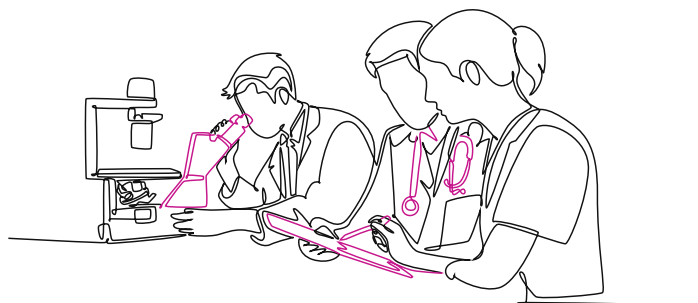## PLANISWARE EXTENDED SHARES: SECURE, CONTROLLED COLLABORATION

Pharma alliances fall apart when teams can't access the right information. Emails get buried. Spreadsheets are out of date. Critical updates slip through the cracks. Projects stall, budgets spiral, and confusion takes over.

Planisware Extended Shares solves this. It provides a fast, secure way to share project data—like key milestones, budget approvals, and regulatory filings. Partners see only what they need. Sensitive details stay protected. No risk of oversharing. No extra noise. Just smooth, controlled collaboration.

Why it's better: A pharma company can share part of a clinical trial timeline with a CRO. The partner gets real-time updates without seeing unrelated data. No delays. No email chains. No security risks. Just clarity, speed, and control. With Planisware Extended Shares, teams stay informed, risks stay low, and projects move forward—securely.

Merck and AstraZeneca proved it works. They streamlined collaboration, aligned milestones and cut inefficiencies. The result? Faster progress, fewer delays, and a smoother path to innovation.

With Planisware Extended Shares, pharma alliances stop chasing information and start making decisions faster. No delays. No confusion. Just one reliable source of truth that keeps partnerships running smoothly.

WHY PHARMA LEADERS CHOOSE PLANISWARE?

- **Trusted by 18 of the top 20 life sciences companies** for alliance and project management.

- **Over 20 years of industry experience** implementing best practices for pharmaceutical R&D.

- **Scalable and configurable** so it can be tailored to fit alliances of any size or complexity.

- **Compliance-driven** ensures adherence to FDA, EMA, and other regulatory frameworks.

Transform Your Alliance Strategy Today

The future of pharmaceutical alliances depends on efficient collaboration, streamlined execution, and proactive risk management. With Planisware, pharma leaders gain the visibility, control, and agility needed to maximize alliance value.

Request a Demo Today!

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