

Reasons Most Pharma Research Collaborations Fail (And a Simple Solution)



Pharma faces growing challenges:



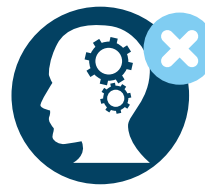
Patent expirations



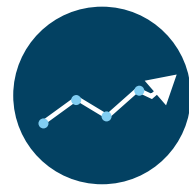
Competition from generics



Dwindling pipelines



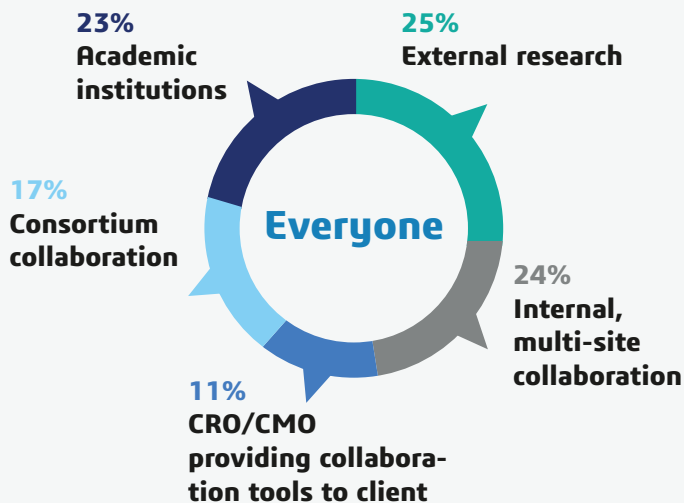
Lack of innovation



Increasing regulation

A solution: To boost innovation and improve R&D ROI, more companies are turning to external collaborations.

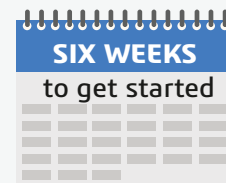
Who's collaborating?



And how often?



These collaborations took an average of



(That is a long time to wait!)

With so many companies working together, surely they would have a secure system to share information, right?

Wrong

Out of 218 companies surveyed, 89% did not have a dedicated scientific solution in place.

11%



Dedicated solution

89%



Email



Dropbox or similar



Microsoft software



Other



No solution

These *ad hoc* approaches to collaborations are...

Inefficient



Incorrectly formatted data



Time wasted correcting formatting errors



Error-prone collaboration processes



Poor communication with remote partners

"...it can take up to 2 days/week for my scientists to clean up data they receive from collaborators."

Dangerous (may expose pharma to security and legal risks)



Sensitive proprietary research transferred insecurely



No tracking of intellectual property ownership



Malware can access information stored on your machine and send to the outside



Email is typically sent using 'wide-open' methods with little to no security

"Each year, 1 out of 10 laptops is stolen, many containing sensitive corporate data. It is easier to steal a laptop than to hack a database."

It's time for a better solution.

A collaboration tool that is secure (ISO 27001 certified), cloud-based and designed for scientific collaboration

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