



# Integrated partner alliance ecosystem

KPMG Connected Enterprise Life Sciences

**In identifying, integrating and managing third parties, the Connected Enterprise reduces costs, mitigates risks, increases your speed to market, and supplements capability gaps to deliver on the customer promise.**



» Today, many companies gain a competitive edge by building partnerships and forging alliances. Finding the right partners, establishing effective communication and sharing data can extend your growth into new markets. But ensuring the success of these partnerships requires a fluid, flexible business model for your people, systems and company.

» KPMG helps you create a partnership environment by enabling seamless communication between you and your alliance partners through application programming interfaces (APIs) that allow disparate systems to share information with one another.



## Key considerations

- How can you identify partners, alliances and vendors to fill capability gaps?
- Is your approach to shared services cost efficient and consistent?
- Do you have a defined, efficient and risk-reducing onboarding process?
- How can you certify and monitor partners' performance and continued understanding of your mission?



## How KPMG can help

- Developing a strategy to build and manage a strategic network of partnerships and alliances
- Identifying ideal potential partners to boost your business goals – and building interfaces between multiple systems
- Navigating the complex world of data protection, cybersecurity and the small print involved in your transactions with partners and customers
- Objectively assessing how effectively your current outsourcing providers are leveraging digital labor solutions and providing valuable insight into future options

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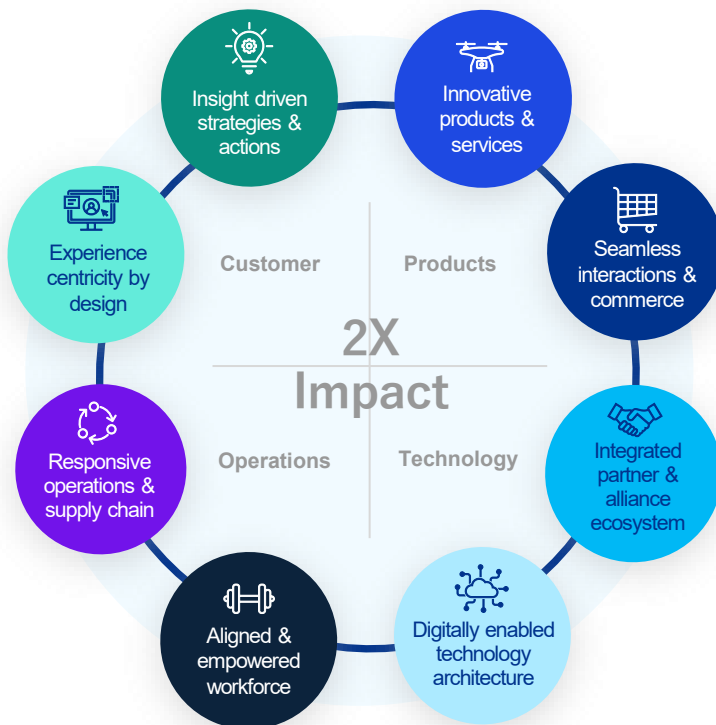
## Getting beyond the regulatory complexities

As it acquired a diverse group of companies, each with its own legacy systems, a major medical device manufacturer struggled to find a sustainable, efficient approach to certain regulatory activities. KPMG helped the company implement a three-part digital transformation, including a Product Information Management system to track product master data for compliance reporting, a Regulatory Information Management system to house license data, and a labeling solution with electronic Instructions for Use to publish on the company's website. By creating these three solutions, KPMG updated the manufacturer's technology infrastructure, improving the acquisition-integration process and enabling a more accurate, less manual regulatory process.

**We deliver the results that matter.**

## What does a Connected Enterprise look like?

The most successful organizations exhibit eight characteristics that span all aspects of the enterprise. The capabilities of front office, middle office and back office integrate seamlessly to support your brands, products and services, interactions and workforce.



## Make the connection



Generate business value at every stage of your transformation journey



Build an insights-driven, digital and customer centric business



Empower and enable your people to align the organization for agility and performance



Engineer secure architectures to enable agile, high-speed innovation

## Contact us



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