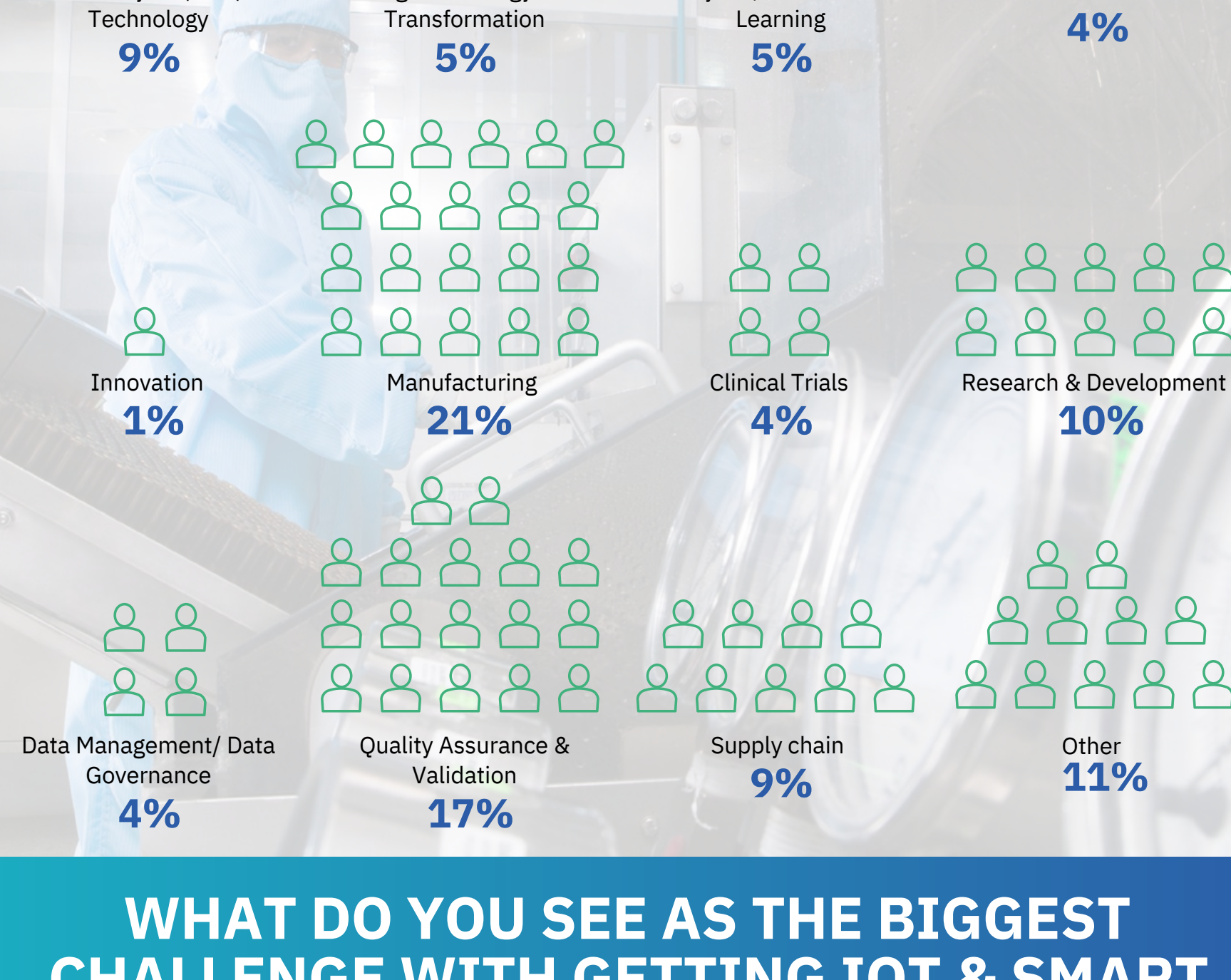# SMART MANUFACTURING FOR PHARMA WEST

Smart Pharma Survey Results
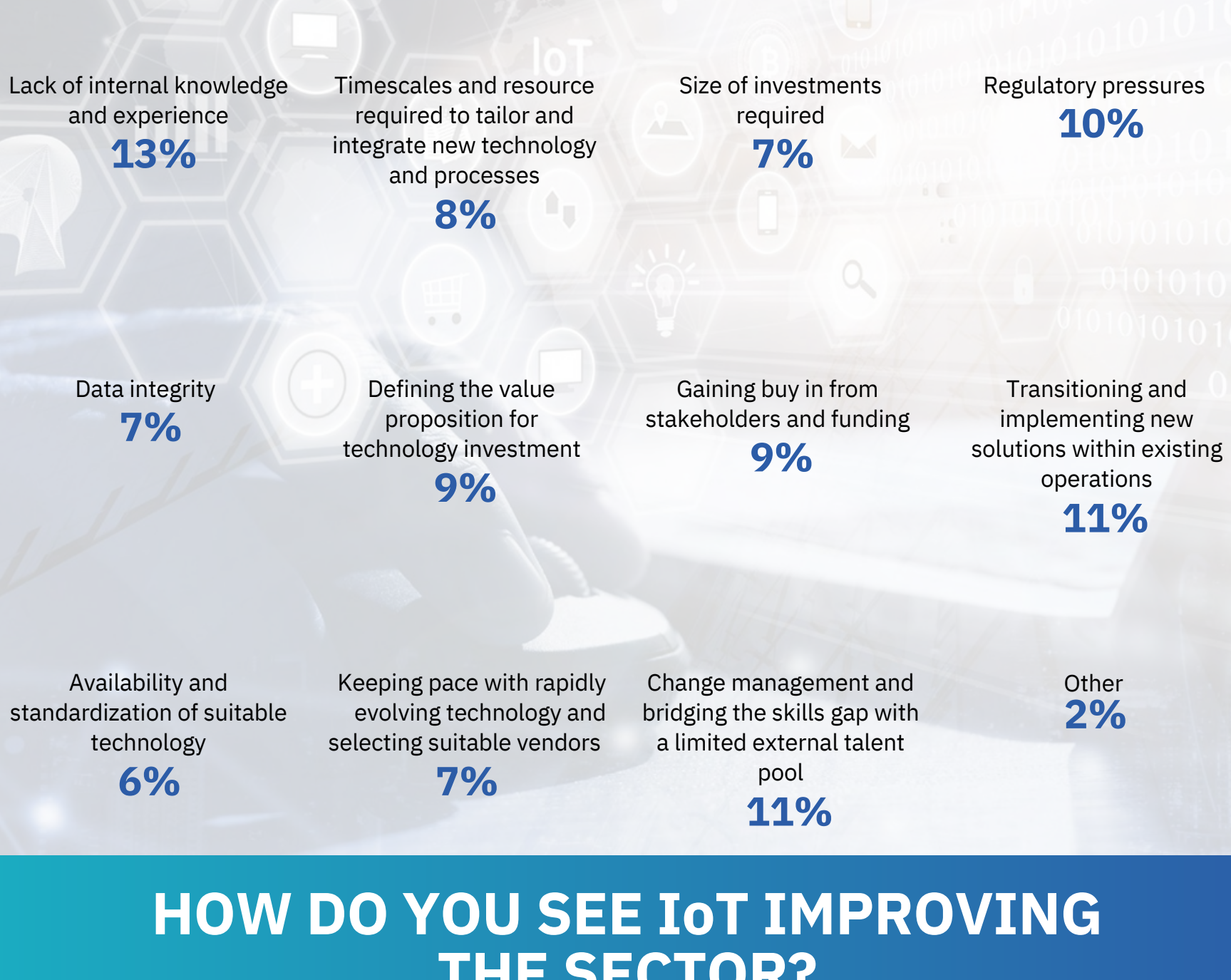
23 May 2023 | San Diego, CA

In the run-up to the Future IoT & Smart Pharma Summit we undertook a survey drawing upon the experiences of various IoT and Smart Pharma leaders across North America. Over 150 took part and this Infographic gives a real insight into IoT and Smart technologies in the Pharmaceutical sector in 2020.
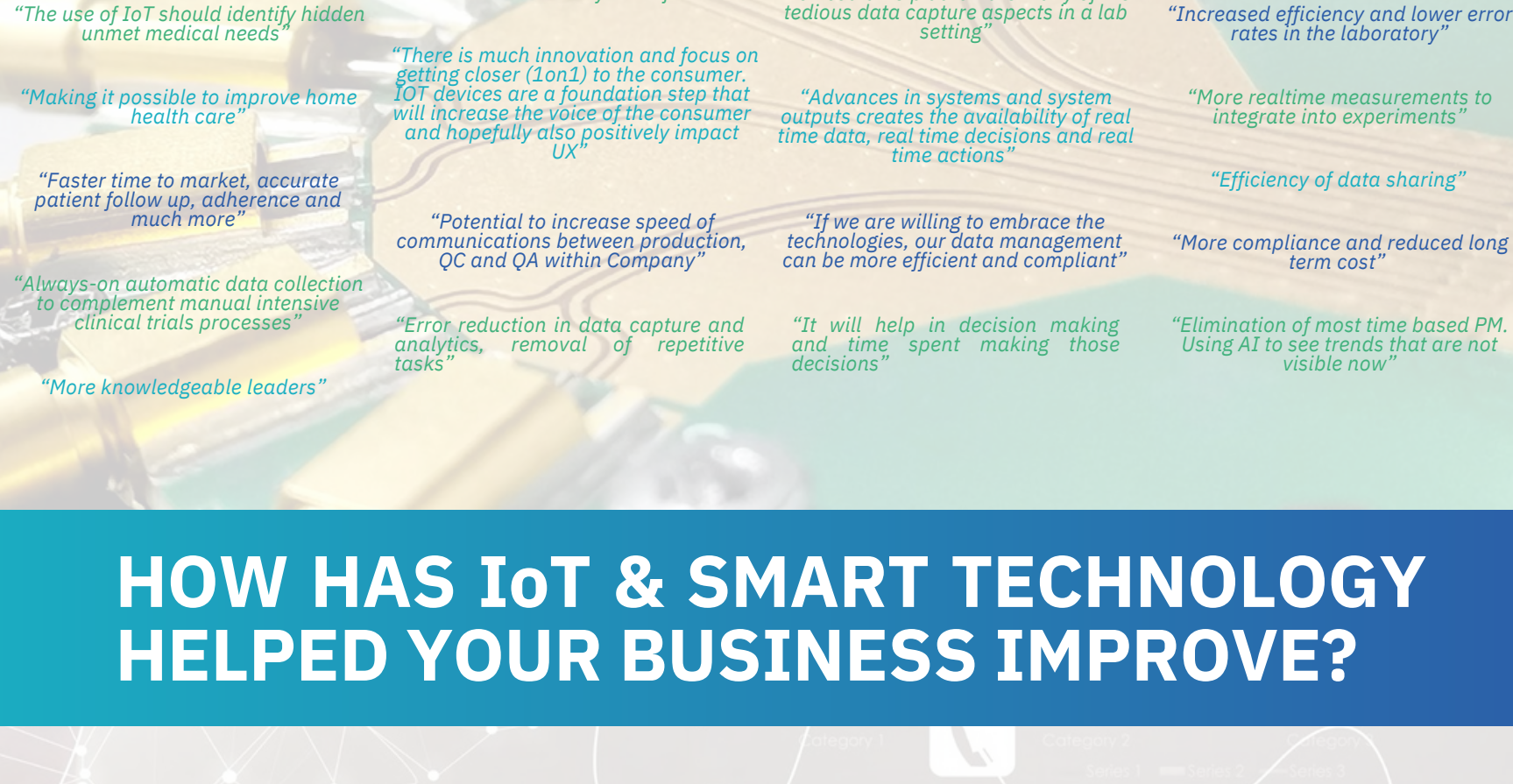
WHAT IS YOUR CURRENT ROLE AND FUNCTION WITHIN THE SECTOR?

Industry 4.0/ IoT/ Technology **9%**	Digital Strategy & Transformation **5%**	Analytics, AI & Machine Learning **5%**	Data Science **4%**
Innovation **1%**	Manufacturing **21%**	Clinical Trials **4%**	Research & Development **10%**
Data Management/ Data Governance **4%**	Quality Assurance & Validation **17%**	Supply chain **4%**	Other **11%**

WHAT DO YOU SEE AS THE BIGGEST CHALLENGE WITH GETTING IOT & SMART PHARMA INITIATIVES OFF THE GROUND?

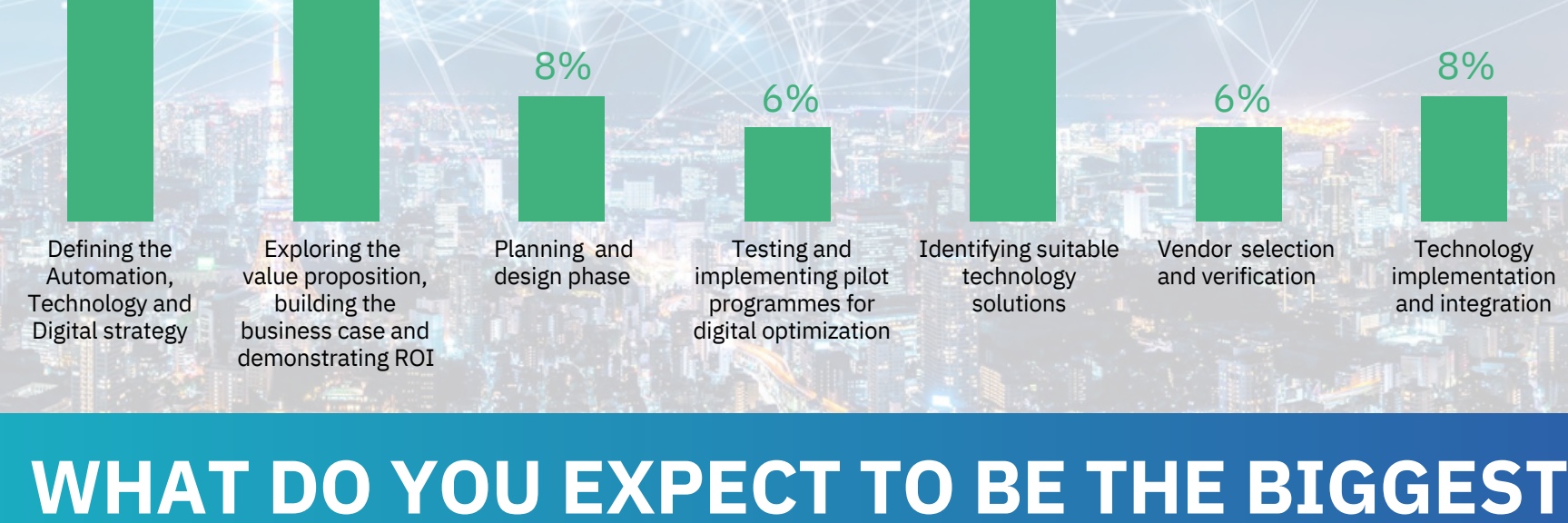|			
Lack of internal knowledge and experience **13%**	Timescales and resource required to tailor and integrate new technology and processes **8%**	Size of investments required **7%**	Regulatory pressures **10%**
Data integrity **7%**	Defining the value proposition for technology investment **9%**	Gaining buy in from stakeholders and funding **9%**	Transitioning and implementing new solutions within existing operations **11%**
Availability and standardization of suitable technology **6%**	Keeping pace with rapidly evolving technology and selecting suitable vendors **7%**	Change management and bridging the skills gap with a limited external talent pool **11%**	Other **2%**

HOW DO YOU SEE IoT IMPROVING THE SECTOR?

HOW HAS IoT & SMART TECHNOLOGY HELPED YOUR BUSINESS IMPROVE?

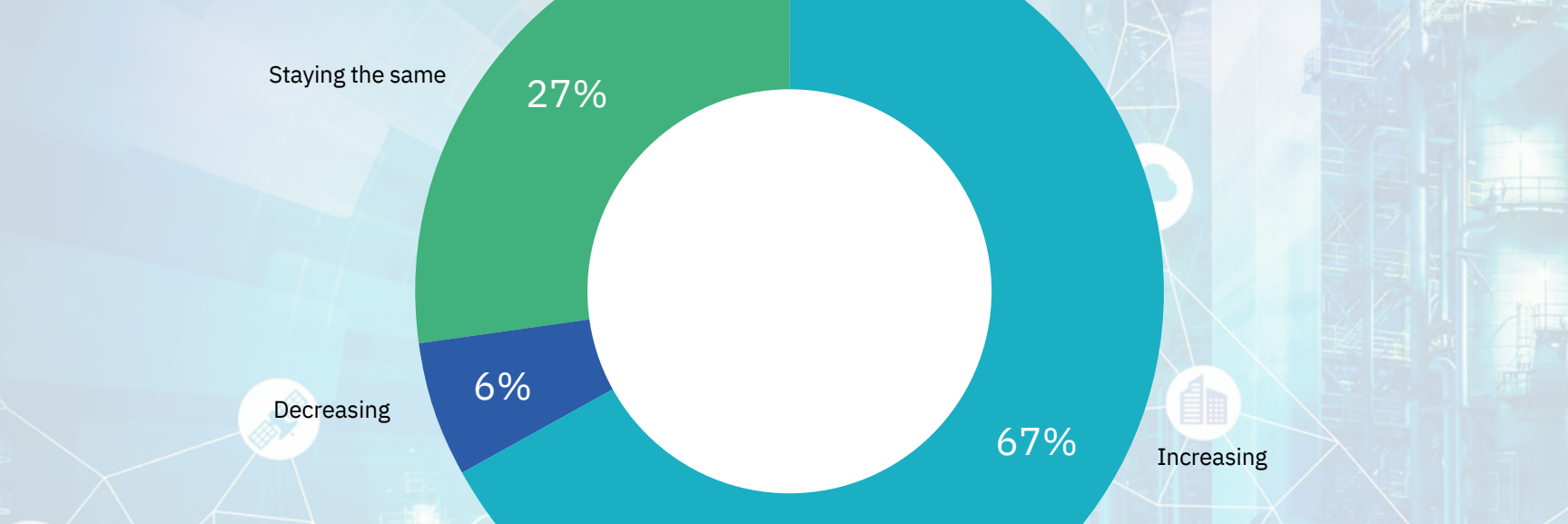## AT WHAT STAGE ARE YOU WITHIN YOUR IoT, TECHNOLOGY AND DIGITAL TRANSFORMATION JOURNEY?

- Defining the IoT & Smart strategy **28%**
- Exploring the value proposition, building the business case and demonstrating ROI **21%**
- Planning and design phase **12%**
- Testing and implementing pilot programmes for digital optimisation **15%**
- Identifying suitable technology solutions **12%**
- Vendor selection and verification **4%**
- Technology implementation and integration **8%**

WHAT ARE THE BIGGEST CHALLENGES RELATING TO PLANNING, DESIGNING AND IMPLEMENTING YOUR IoT STRATEGY?

- Defining the Automation, Technology and Digital strategy **27%**
- Exploring the value proposition, building the business case and demonstrating ROI **27%**
- Planning and design phase **8%**
- Testing and implementing pilot programmes for digital optimisation **6%**
- Identifying suitable technology solutions **18%**
- Vendor selection and verification **6%**
- Technology implementation and integration **8%**

WHAT DO YOU EXPECT TO BE THE BIGGEST ROI FROM YOUR IoT PROJECTS?

- Enhance patient experience and remote patient monitoring **16%**
- Make equipment maintenance predictive **8%**
- Improve supply chain and monitoring **8%**
- Develop more effective treatments **4%**
- Enhance clinical trials **4%**
- Improve data capture, analysis and decision making **54%**
- Cost reduction **8%**

WITHIN THE NEXT 2 YEARS WILL YOUR BUDGETS FOR IOT AND SMART PHARMA BE:

- Increasing **67%**
- Staying the same **27%**
- Decreasing **6%**

WHAT TYPES OF TECHNOLOGY ARE YOU LOOKING TO INVEST IN?

IoT Hardware, Sensors and device components **14%**	Data - Storage/Platforms/Collection/ Security/Integrity **19%**	Machine intelligence/AI/Machine Learning **11%**
IoT platforms and infrastructure **10%**	IoT Applications **10%**	Wearables **7%**	Cyber security **7%**
Clinical trials **8%**	Manufacturing **13%**	Other **1%**

WHAT CAN THE VENDOR COMMUNITY DO TO SUPPORT THE PHARMA SECTOR IN ACCELERATING THE ADOPTION OF IoT TECHNOLOGY?

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