

An American Healthcare Company

SERVICES OFFERED: **Project Management Support**

SECTOR/INDUSTRY: **Healthcare**



Project management support for APAC business integration

Our client is a major global healthcare player, providing pharmaceuticals and medical products and services. They bring scale and expertise to serve their customers with a wide breadth of offerings including pharmaceutical distribution, medical products, specialty solutions, hospital sales and services, nuclear pharmacy services and also offer other healthcare services at home.

The company had bought a globally renowned brand product portfolio from a leading multinational company in the healthcare industry. This product portfolio comprised of medical devices focussed on cardiology and endovascular therapy.

Our client gained access to several geographies with this product portfolio and thus, needed to integrate processes across all geographies, including in Asia-Pacific (APAC) region.

Our client had appointed another company to take over the business of the bought brand in the APAC region.

However, this required seamless coordination between the five players in each of the APAC countries, including the local distributor and product license holder.

The company has appointed SKP to provide project management support during this transition.

Case Highlights

- Our client required project management support to coordinate the integration process between multiple companies.
- We worked as an integration partner for the overall project, assisting in planning key aspects of the project.
- We assisted them in decision making on critical issues related to regulatory, commercial, legal, HR, supply chain, etc.

We are working as an integration partner for the overall project, assisting in planning the following aspects:

- Coordination and communication among various parties scattered across geographically different locations.
- Facilitate alignment of deliverables across stakeholders.
- Running multiple weekly multi-party meetings on shared issues and driving towards solutions.
- Organizing and driving focused calls on contentious issues to bring to resolution.
- Preparation and tracking the project plan for various countries.
- Assist in decision making on critical issues related to regulatory, commercial, legal, HR, supply chain, etc.
- Gap filling among activities of various work streams.
- Identifying red flags in various integration processes and recommending solutions.

Impact

The project management support services provided by us helped the client smoothen and expedite its business transition in APAC countries.

This involves providing various crucial inputs on the transition process and thus facilitating alignment of deliverables and decision making.

We have been identifying and escalating various red flags in the entire transition process and recommending solutions which is helping client to pre-empt challenges and prepare for them.

For more information on this case study, please contact:

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