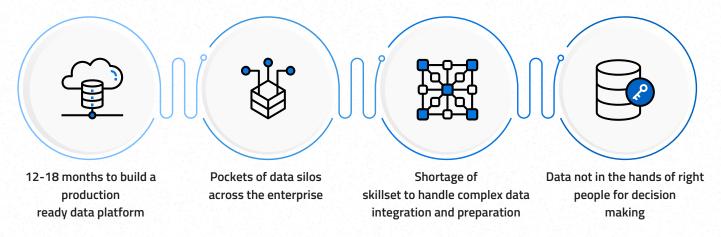
## The Situation

Data + Al are pushing the boundaries for drug discovery and development to realise the big promise of precision medicine, i.e., right drug for the right patient at right time. As a result, biotech and pharma companies are striving to become data/Al driven to seize the opportunity of bringing their products faster to the market.

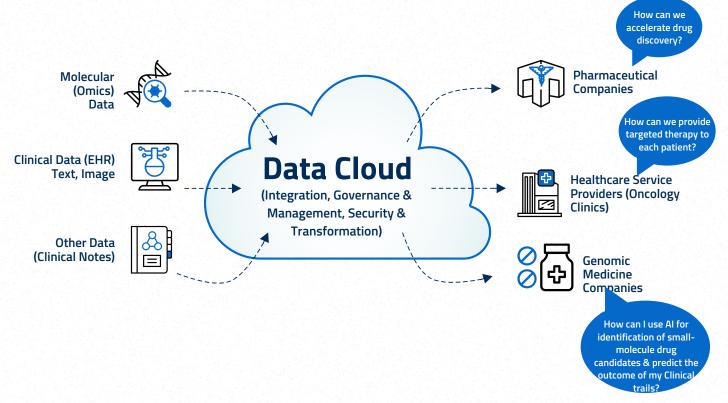
## **Challenges**

While the race to become data-driven is on, companies struggle with their data supply chains and are unable to jump on the data/Al bandwagon. Some common challenges faced in their journey are highlighted below:



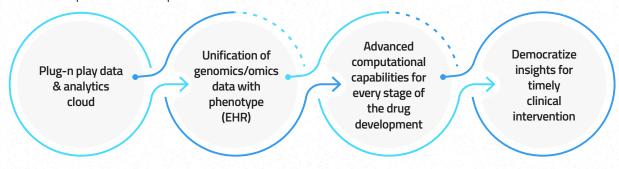
## **Opportunities**

A Data Cloud enables workflows across healthcare and Life Sciences/genomic applications and opens up opportunities as shown below.

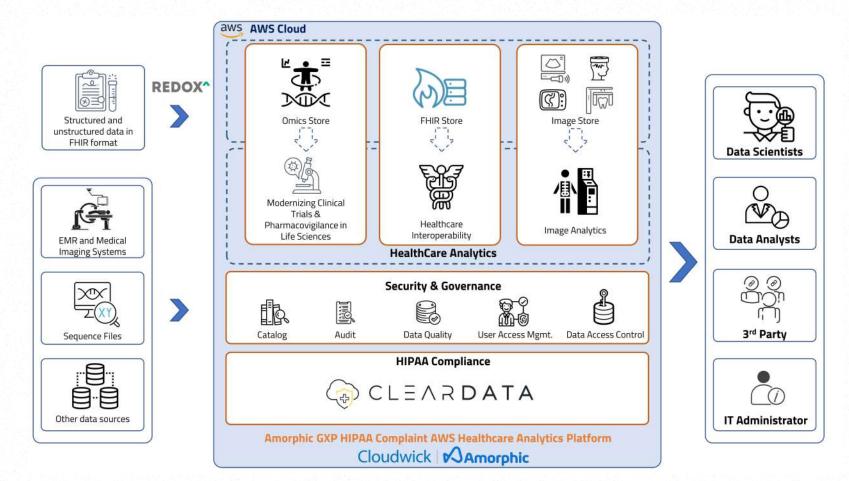


# Speed-to-market enablers

The technology enablers below powered by a data cloud platform provide an opportunity to build a competitive advantage for biotech and pharma companies.



## **Solution Architecture**



### **Data Driven Use Cases**



## **Understanding the disease**

Genomic/Omics data when combined with phenotype data (EHR) allows researchers to understand the disease progression at a molecular level. These insights help personalize the drug therapy to better tackle the disease.



#### **Clinical Trials**

Using predictive ML to match and recruit the right patients to improve outcomes of clinical trials.



### **Accelerated Drug Discovery**

Data and AI powered bioinformatics tools help fast track every stage of drug discovery and development starting from finding a new candidate drug molecule to clinical trials.



### **Precision Therapy**

Finding the right therapy for the right patient at the right time using ML based models for 'early diagnosis' and 'response to treatment' prediction.



## How do we engage?

At Cloudwick, we take a top down approach to start with identification of current business initiatives that require analytical capabilities with their desired operational/business outcomes. Further, a mapping of key data and analytics use cases that align with the initiatives are shortlisted. A brief flow of engagement is shown below with outcomes at every stage.



## **Assessment/Workshop**

Prioritised list of use-cases



#### Production

Implementing use cases at scale



# **Managed Operations**

Ongoing operational support for use-cases in production