

Medical/Regulatory/Legal

TGaS[®] Advisors enhanced Medical/Regulatory/Legal (MRL) Benchmark provides a comprehensive framework for capturing and comparing the current state of a pharmaceutical or biotech company's MRL function. The proprietary methodology yields our clients fact-based, insights and recommendations for improving the overall efficiency and effectiveness of their MRL function.

We analyze, compare and contrast your strategies, organization, processes and capabilities with those of other member companies. We provide leaders insights and recommendations to optimize the efficiency and effectiveness of their MRL function. The results of this analysis will leave you with actionable improvements that can lead to dramatic results:

- Reduce overall cycle time for review (from concept to approval)
- Reduce agency costs by decreasing the number of review iterations
- Grow review team capacity by saving time for MRL review resources
- Optimize system capabilities
- Enhance compliance through greater transparency and accountability
- Improve overall stakeholder and customer satisfaction with MRL review
- Improve quality of reviews and review output

A high functioning, optimized MRL function will provide a competitive advantage to your Brand teams and organization.

Areas of Focus

The TGaS Advisors MRL Benchmark focuses on providing comparisons, insights and specific practical recommendations across strategies, tactics, resources, metrics and organizational issues. Specific areas of focus include but are not limited to:

- Organizational Strategy, Structure and Management
- Resources Headcount/Budgets
- Process Management and Optimization
- Automation (systems)
- Measurement
- Training
- Change Management
- Communication

Working with TGaS Advisors

As with other TGaS Advisors solutions, the benchmarking process is just the foundation of our partnership. Our services include valuable resources to improve the efficiency and effectiveness of your MRL function including:

- Benchmark implementation support
- Business planning and strategy mapping exercises to provide strategic focus and alignment of activities with the company's core needs
- Custom advisory sessions on a wide range of technical and management issues
 - "Virtual How," brief topical surveys to assess "How other pharmaceutical companies do it."
 - Client driven topical benchmarks to address client issues as they arise
 - Semi-annual client summits, a day of offsite to learn, share and network with your industry peers in a "non-selling" environment

Case Study: The Value of Automation

- Client:** Mid-Size Pharmaceutical (Client A)
- Issue:** Need to increase speed (cycle time) and overall effectiveness of MRL review
- Situation:** After reviewing the results of the TGaS Advisors MRL Benchmark, Client A discovered their MRL capability was below benchmark, particularly in the areas of automation (system) and analytic capabilities. TGaS Advisors provided several short- and long-term recommendations to improve business performance.
As follow-up to the Benchmark, TGaS Advisors completed a Voice of Customer project and partnered with Client A to develop a specific, multi-year roadmap to implement the recommended changes.
- Solution:** Client A replaced its home-grown MRL system with an industry-leading off-the-shelf MRL system; also created a dashboard with relevant process metrics that enabled better decision making and numerous process improvements
- Results:** Time saving, streamlined processes through the addition of new system capabilities
- Ability to automate and configure workflows by Brand
 - Ability to work remotely via the web
 - Ability to link medical references
 - Ability to provide agencies secure access
 - Reduced average number of review iterations by 25%: from 3.2 to 2.4 iterations; also led to a significant reduction in direct agency costs
 - Reduced average overall cycle time by over 15%
 - Developed standard set of metrics ("dashboard") to measure and improve business performance
 - Increased overall satisfaction by stakeholders and customers of the MRL review process

About TGaS Advisors

Today, TGaS Advisors is the leading benchmarking and advisory services firm serving pharmaceutical commercial operations organizations. We provide the only comprehensive series of benchmarking solutions and advisory services for objectively improving the strategy and effectiveness of pharmaceutical operations organizations.

TGaS Advisors' proven methodology and deep proprietary database provides objective actionable insights for our clients and allows operations executives to take a proactive and strategic approach to supporting the commercial organization.

Our solutions help our clients to:

- Evaluate and improve effectiveness
- Assess capabilities
- Support improvements in efficiency
- Consider organizational alternatives
- Address strategy, tactics and optimal practices
- Establish goals and performance measures
- Gain access to ongoing trusted advisor network
- Develop transformational roadmap
- Maintain a fact-based, outside-in perspective