

**Galápagos**



**BLUECRUX**

# **Transforming from biotech to biopharma: creating a new value chain to serve unmet patient needs**

**Supply Chain Innovations 2022**



# Galápagos



## NICE TO MEET YOU



Dries  
Vandevyvere

Pieter  
Van den Meutter



# So, what will we talk about?

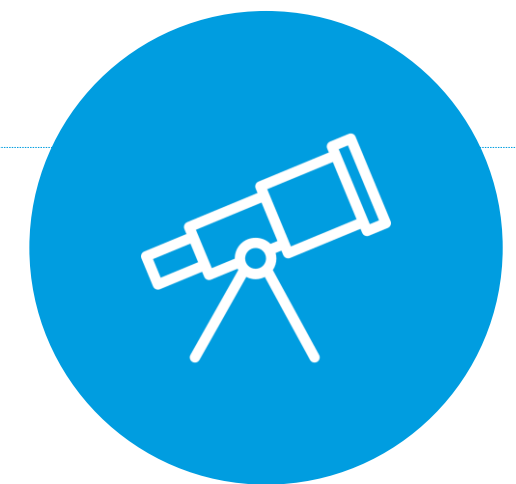
How it started and how  
it's going!



Transforming from  
biotech to biopharma to  
serve unmet patient  
needs.



What's around  
the corner?



# How it started...

Biotech company growing at full speed and transforming towards a commercial biopharma organization.

Commercialization of first drug: supply chain and commercial organization built from scratch

Necessity to implement best practices and rethink ways of working in order to support growth ambitions whilst staying flexible

Ensuring GxP compliant ERP system supporting all supply chain and quality processes



# The ambition



**“To me, this is a miracle cure.”**

Belgian patient, 70 years old

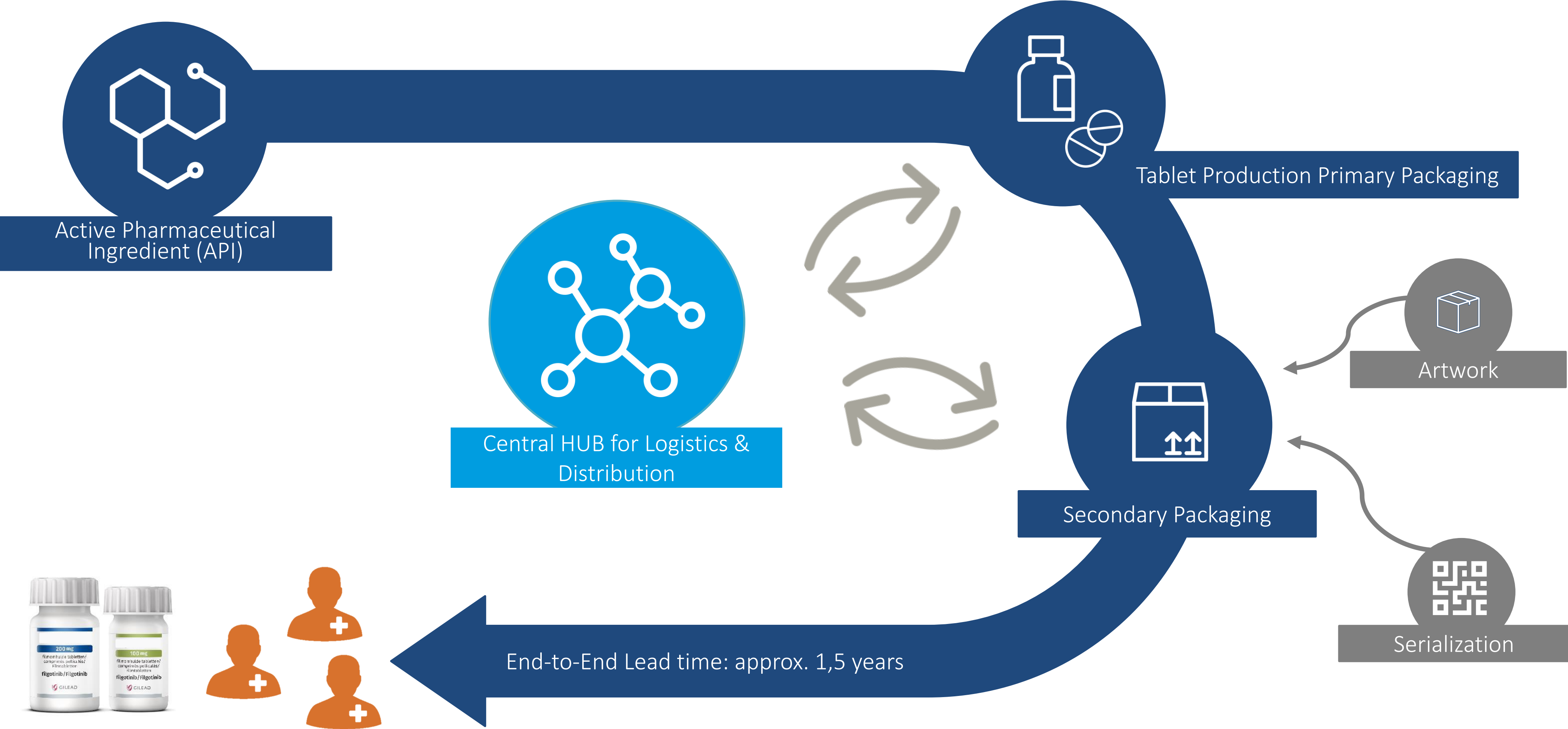


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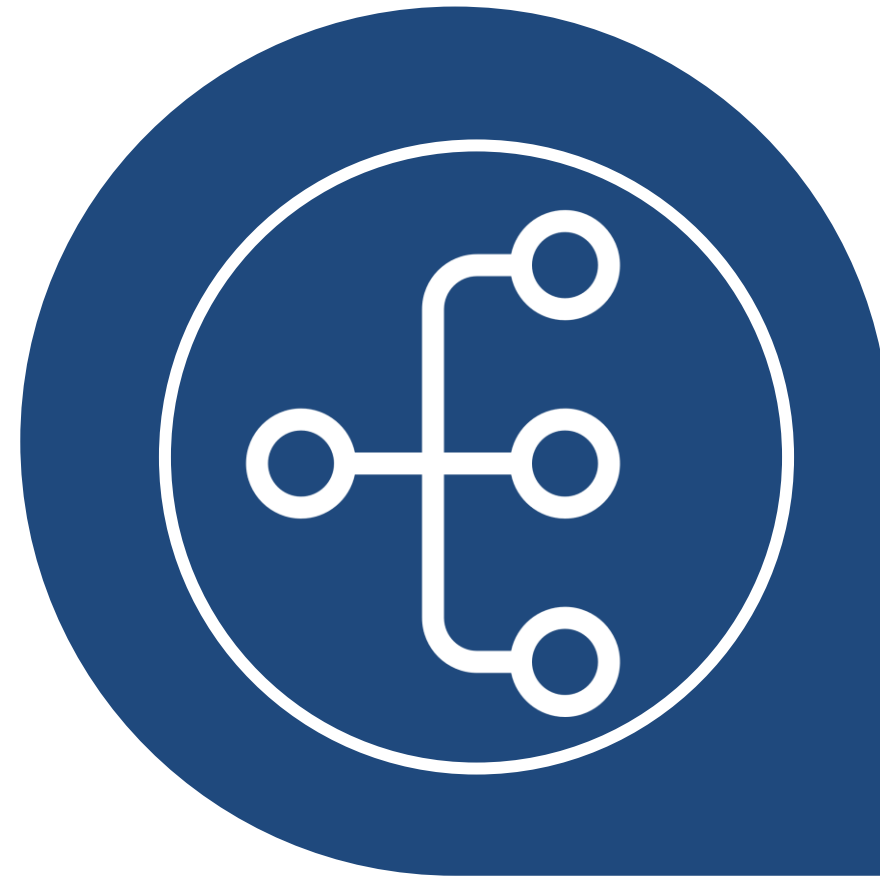
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# Bringing the medicine to patients



# Operating model built from scratch

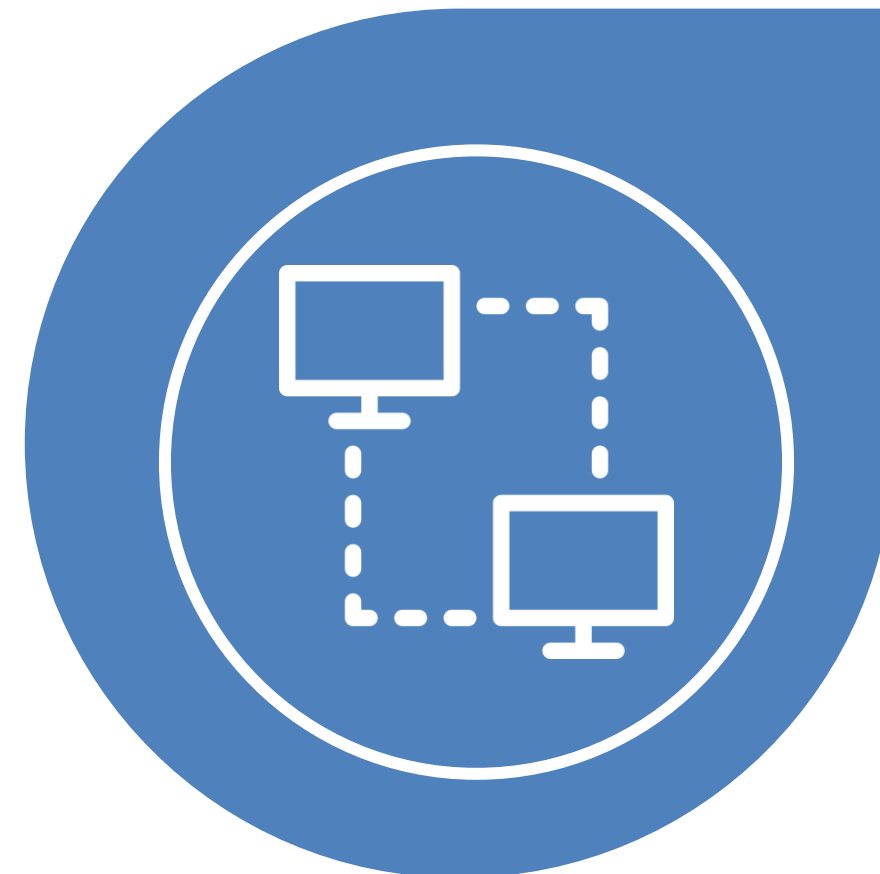
PROCESS



DATA



SYSTEM



PEOPLE



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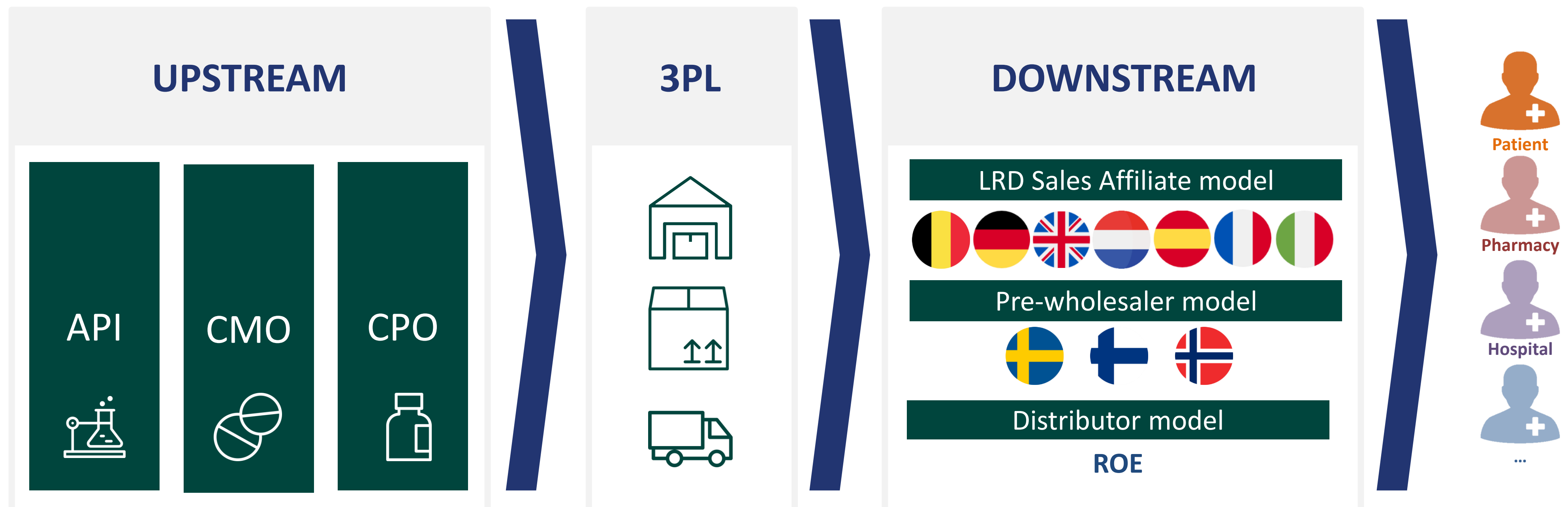
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# Dream vs. reality



# Fit for purpose

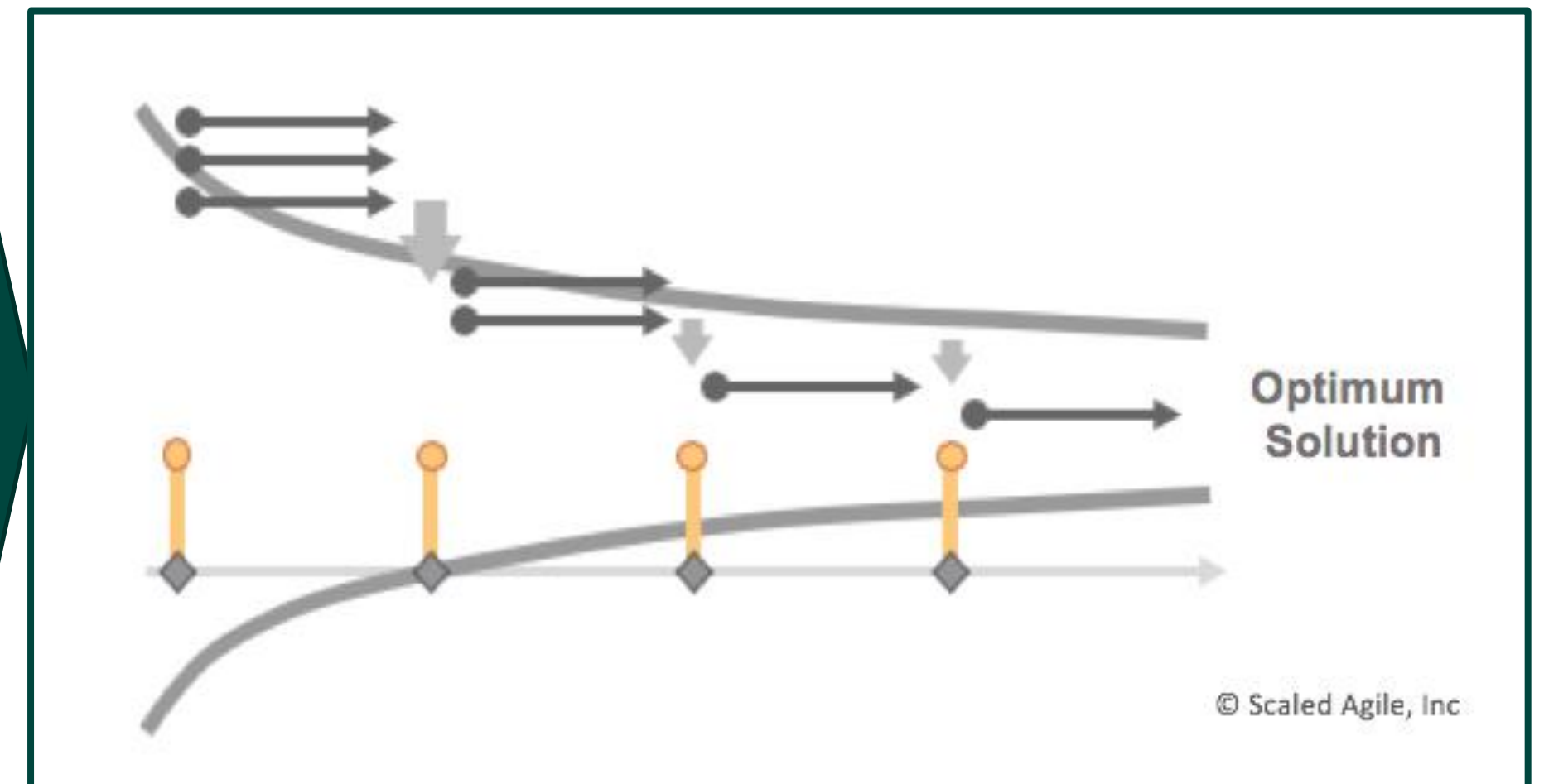
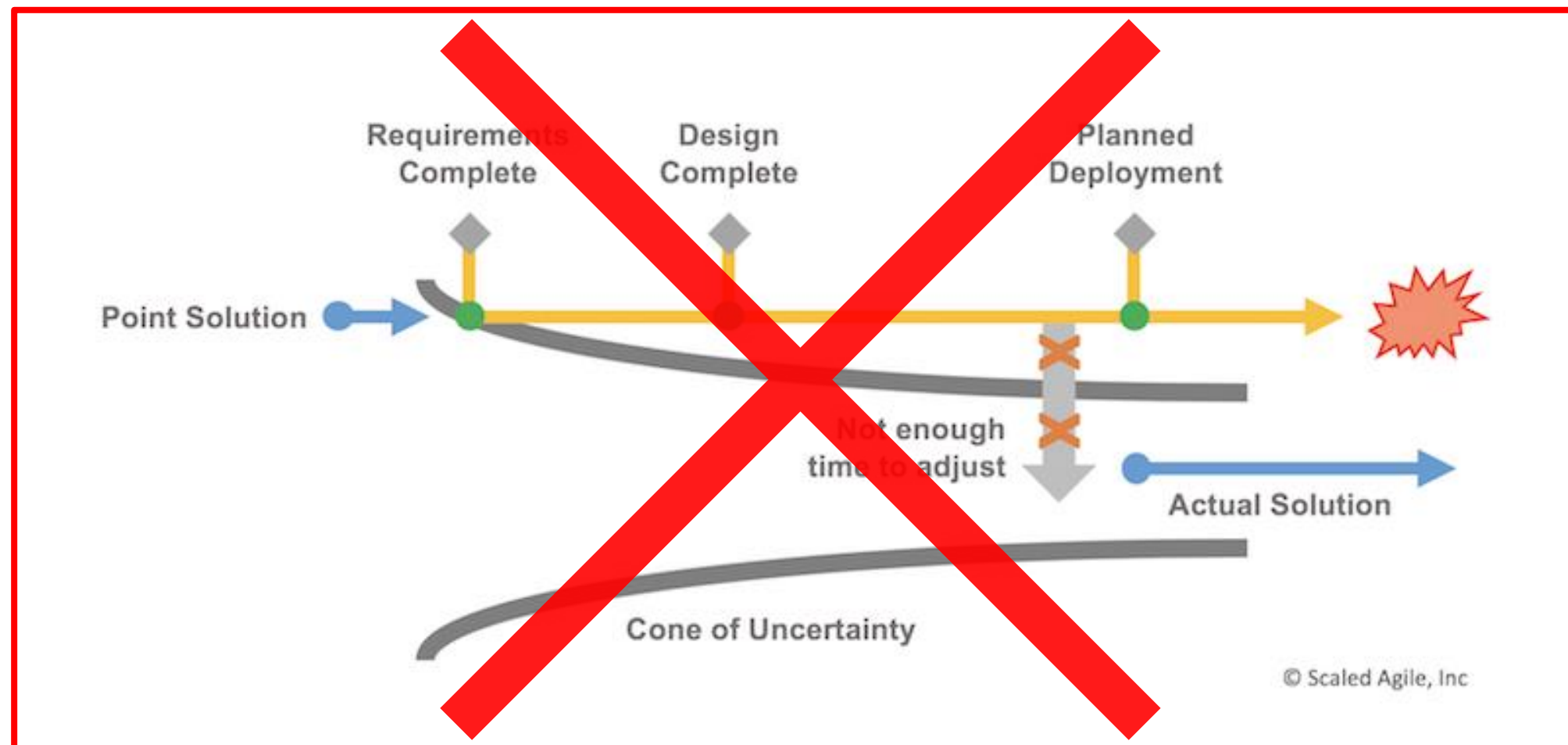


GXP compliant value chain

*The only thing  
constant in life  
is change.*

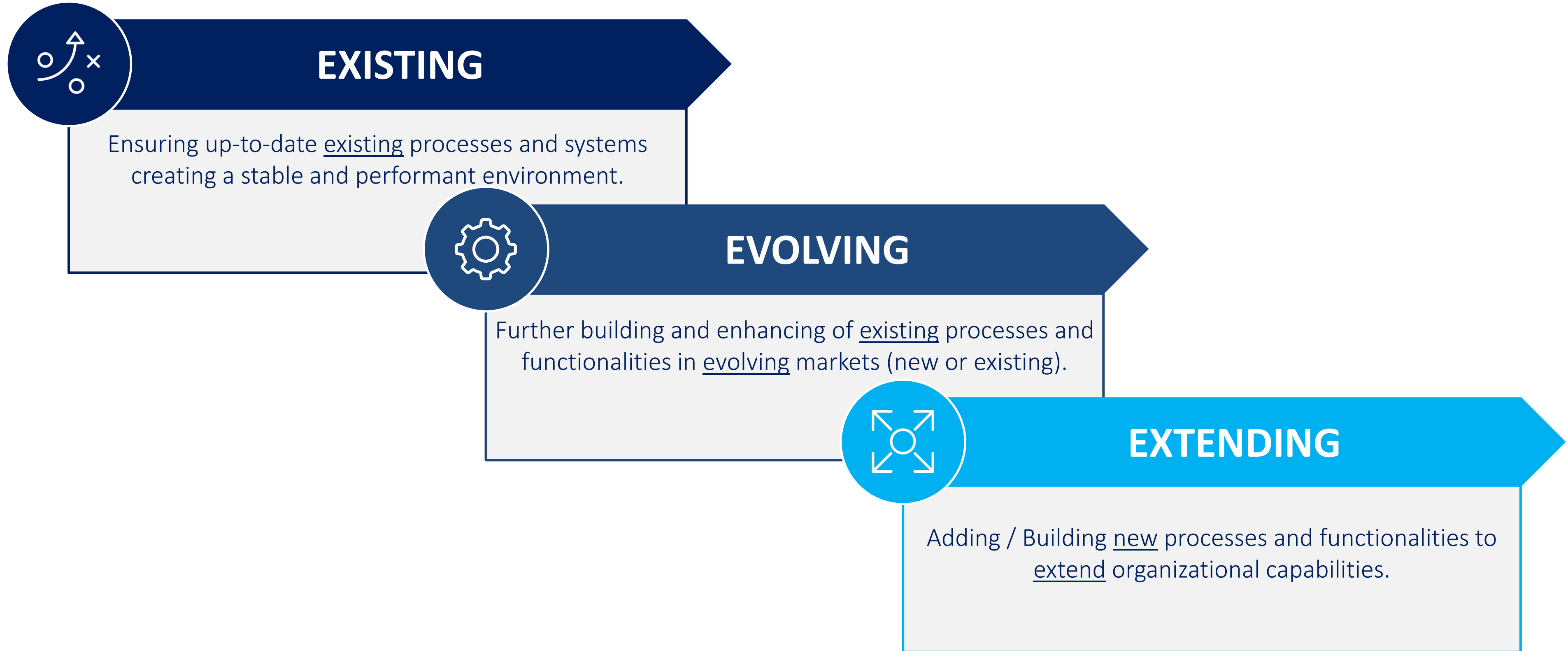
*- Heracitus*

# Assume variability - Preserve options!



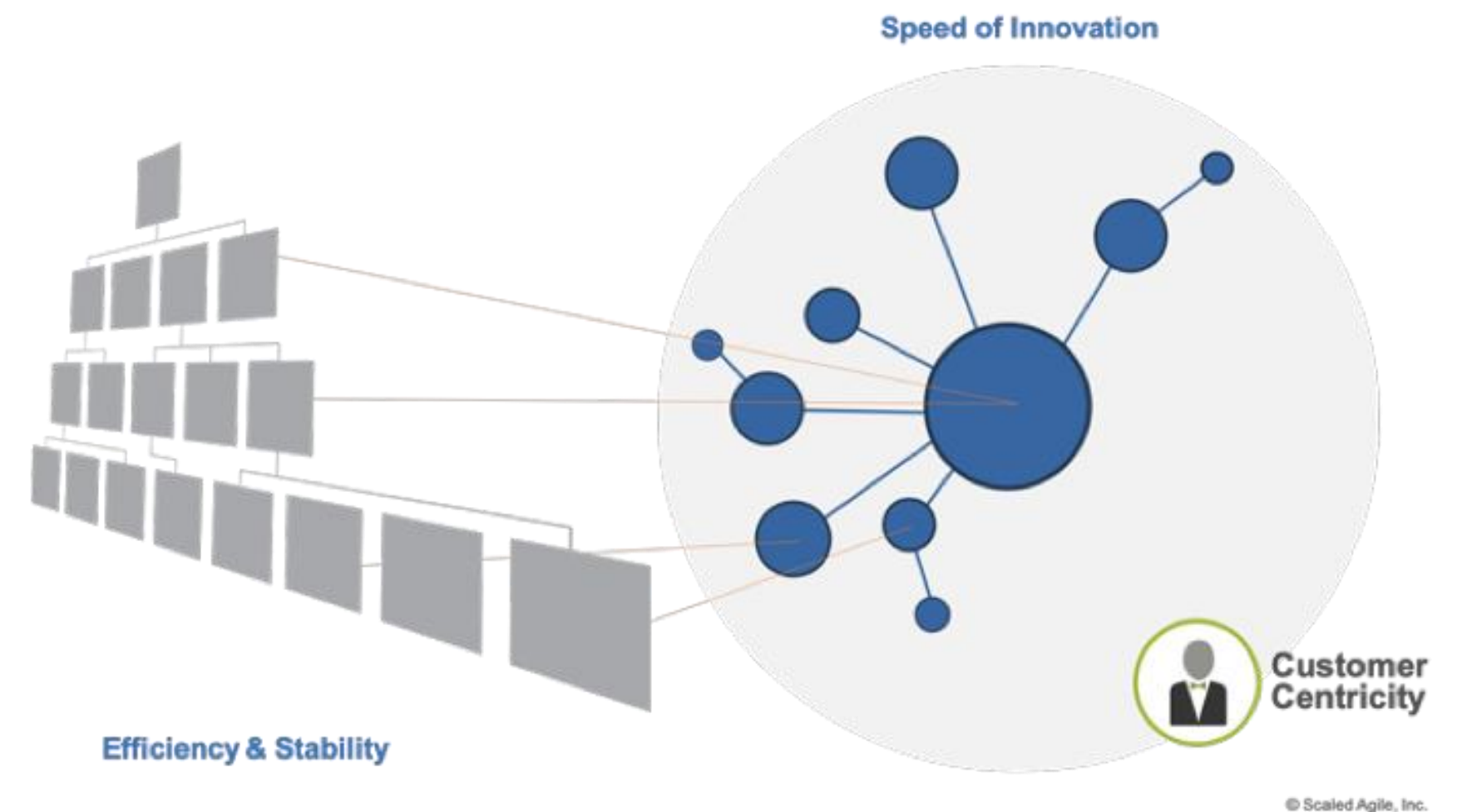
*"Variability is inherently neither bad or good—it just is what it is"*

# The three E-principle



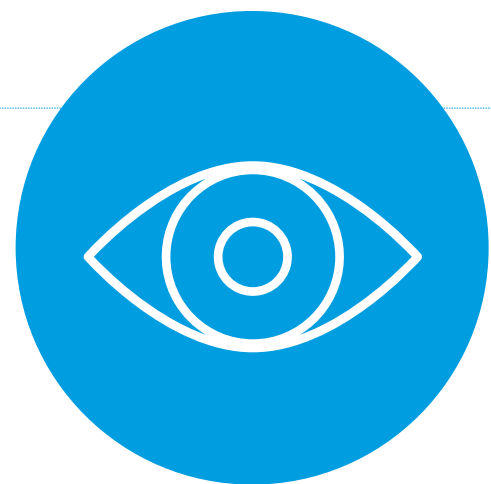
# Cross functional collaboration

Balance “**efficiency and stability**”  
and “**speed of innovation**”

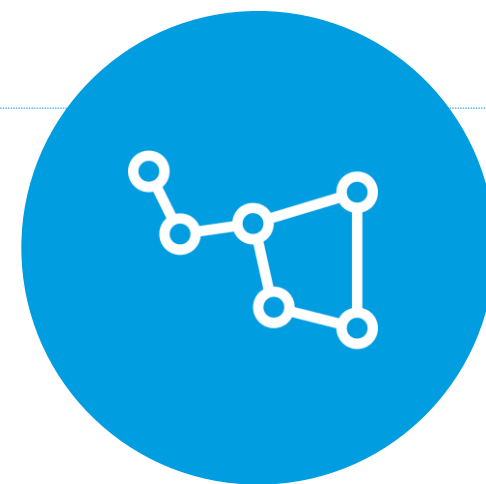


# So, what did we learn?

Impossible to manage everything on your own, you need experienced and trustworthy partners to realize ambitions



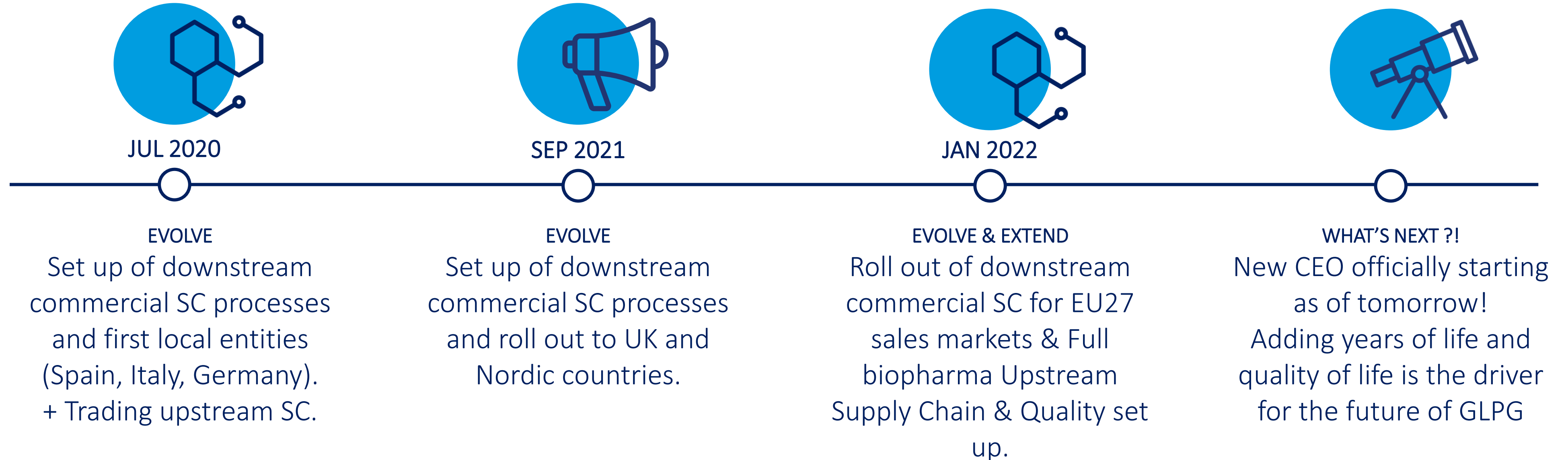
Building bridges between business departments, ITS and all stakeholders to collaborate & focus on the value (for the patient)



Autonomous project team that is empowered to take decisions, react to changes and deliver fit-for-purpose solutions



# The future of Galapagos: what's next?



If it doesn't happen , make it happen

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# THANK YOU!



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Vandevyvere

Pieter  
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