PORTFOLIO INSIGHTS | PHARMACEUTICALS & LIFE SCIENCE

FERCHAU



# Innovative Technologies for the Pharmaceuticals Industry of the Future



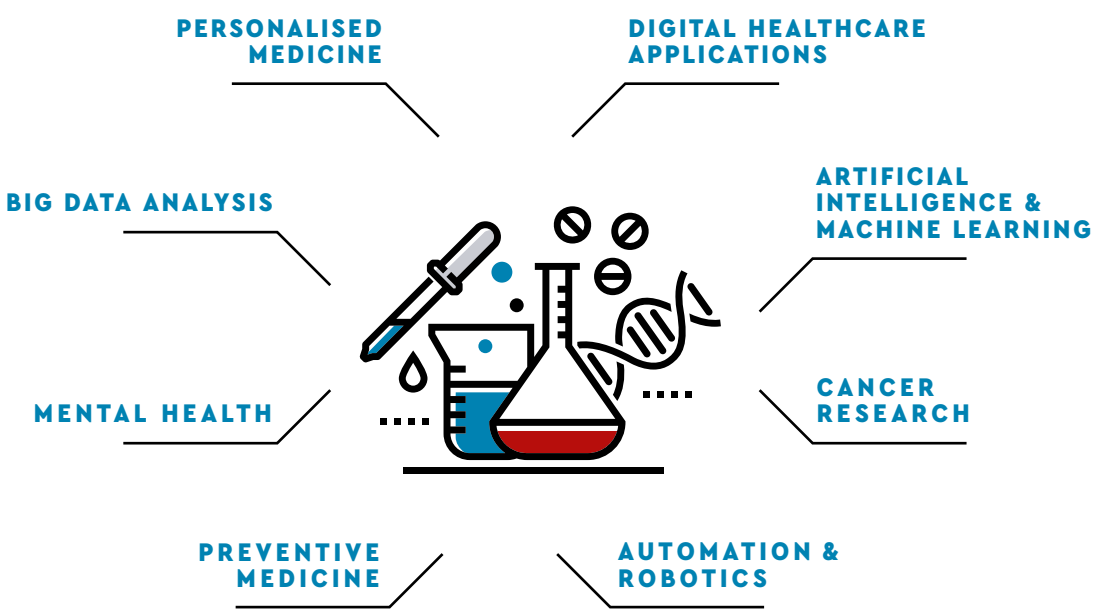
# Status quo

***Personalised medicine, digital therapies and AI-supported research are changing processes and business models. At the same time, regulatory requirements are becoming stricter, the pressure to establish sustainable business models is increasing and geopolitical conditions are subject to constant change. This transformation requires new skills profiles, while there is an acute shortage of skilled labour. Profiles in bioinformatics, data science, automation/ OT and regulatory affairs are particularly in demand.***

***This is precisely where FERCHAU provides support with IT and engineering experts and experienced project teams that close bottlenecks, ensure compliance and reliably get projects across the finish line from development to validated GMP compliance.***

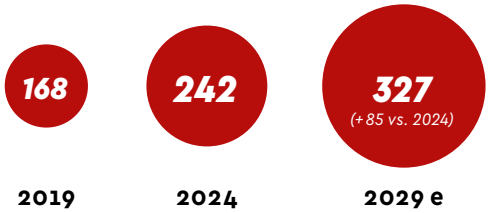
# Trends in the Pharmaceuticals & Life Science Industry

***From development of innovative active ingredients and digitalisation of clinical trials to regulatory project management and sustainable production processes: Our experts are actively shaping the transformation of the pharmaceuticals industry. FERCHAU closes gaps in terms of personnel and technology and enables their customers to be more innovative and flexible.***




## Pharmaceutical expenditure EU 4 + UK

*Statistics & Forecast (const. US-$, billion)*
*Source: IQVIA Institute, The Global Use of Medicines 2025: Outlook to 2029 (EU4+UK, const. US-$).*




## KEY SUCCESS FACTORS IN THE INDUSTRY

- Regulation & compliance (GxP, data integrity)
- Digitalisation & standardisation (MES/LIMS, eTMF/EDC)
- Automation, robotics & OT/IT security
- ATMP/biologics scale-up & tech-transfer
- AI, data platforms & advanced analytics
- Supply chain resilience & dual sourcing
- Sustainability (CSRD/ESRS) & energy-efficient GMP infrastructure

# Players in the Pharmaceuticals & Life Science Industry

**Who is driving the implementation – and where does FERCHAU provide support with engineering and IT excellence?**

## Research & development facilities

- **Challenges:**
  *Pressure to innovate due to generics/biosimilars and expiring patents, complex clinical studies & increasing regulatory requirements, shortage of skilled labour, cost and time pressure*
- **Top priorities:**
  *AI & Cloud for accelerated active ingredients research, personalised medicine (gene/cell therapies, mRNA), digital labs & automation, data integrity & compliance (GxP, FDA, EMA)*
- **Our levers & expertise:**
  *Data analytics & AI integration, laboratory automation (robotics, IoT), CSV/CSA, regulatory affairs, project management & compliance*

## Product manufacturer

- **Challenges:**
  *Flexible production for small batches & personalised therapies, sustainability, cybersecurity, supply chain disruptions & raw material shortages*
- **Top priorities:**
  *Smart factory (MES, ERP, IoT), smart automation & predictive maintenance, GMP-compliant processes, sustainable production lines*
- **Our levers & expertise:**
  *System planning & automation, MES/ERP integration, cleanroom technology, GxP documentation, cybersecurity & OT/IT security*

## Providers of regulatory & quality services

- **Challenges:**
  *Stricter requirements (FDA, EMA, ISO), transition from CSV to CSA, high documentation effort, audit pressure*
- **Top priorities:**
  *Digital QMS, automated inspection processes & monitoring, compliance verifications (GxP, Annex 11, 21 CFR Part 11), global harmonisation*
- **Our levers & expertise:**
  *Qualification & validation, audit management & compliance consulting, regulatory affairs, data integrity & E-signatures*

## Logistics & distribution companies

- **Challenges:**
  *Cold chain management for biopharmaceuticals, real-time traceability & serialisation, resilient supply chains, cybersecurity*
- **Top priorities:**
  *IoT-supported temperature monitoring, blockchain for traceability, automated storage and transport processes, sustainable packaging*
- **Our levers & expertise:**
  *GMP-compliant monitoring systems, ERP/WMS integration, serialisation & track and trace, data analysis for supply chain optimisation*

# How we work together

***In today's dynamic industry landscape, it is crucial to be able to respond quickly to changing requirements. With our flexible solutions, we ensure that you always have exactly the right experts on board.***

## YOUR BENEFITS AT A GLANCE

- » Reduction in project costs
- » FERCHAU quality standards
- » Higher BCC rate
- » Increased capacity
- » Over 15 years of experience in the BCC business

## OUR COMMITMENT

### SPECIALISED KNOW-HOW

Benefit from expert knowledge for your individual challenges.

### HIGH QUALITY EXPERTS

Our consultants have an excellent track record and proven expertise.

### FAST AVAILABILITY

You have access to a broad network of experts who are available at short notice.

## YOUR BENEFITS

### RELIABLE PLANNING

With our consultants, you can plan your projects reliably and implement them on schedule.

### HIGH FLEXIBILITY

Scale your team according to your needs and reduce fixed costs.

### COMPLIANCE INCLUDED

We take care of legally compliant contract processing and administration by our consultants.

## COOPERATION MODELS

### FERCHAU SUPPORT
*Experts on Demand*

In case of order peaks, capacity bottlenecks or if specialist know-how is required, our employees reinforce your development teams.

### FERCHAU COMPETENCE
*Solutions for your Projects*

Our experts solve technological challenges in interdisciplinary teams: from the initial idea to after-sales service, we assume responsibility for your projects.

### FERCHAU CONTRACT
*Flexibility with Freelancers*

Our proven network in technology contracting: carefully selected freelancers provide relief and safety for your success-critical projects.

### FERCHAU DIRECT
*Professional & Executive Search*

Fill vacancies fast and precisely: whether you are looking for a manager, engineer, or IT specialist, we have the perfect search strategy and the best selection process for all vacancies.

# Real-life Projects

## Our Success Stories





### Project Management in the Area of Formulation & Process Development

*FERCHAU is supporting a client from the pharmaceuticals industry in the development of formulations for biopharmaceuticals.*

*The core task of the FERCHAU team was to work out the composition, dosage and form of administration of these products, document them and further develop them.*

**TO THE SUCCESS STORY**

### Networked Medical Technology for Manufacturer-Independent Data Exchance

*FERCHAU supports a leading medical technology manufacturer in rethinking patient monitoring:*

*Systems from different providers are securely networked, automatically tested and made reliable for everyday clinical use.*

**TO THE SUCCESS STORY**

# We trust FERCHAU

## Our references



Around
**10,000**
employees

Over
**130**
branches

More than
**150,000**
applications p. a.

More than
**200,000**
candidates in the pool

More than
**2,400**
active customers

Enquiries
**24/7**
via our customer portal

Over
**10,000**
successful project launches last year

All relevant
**certifications**

Optionally with
**Best-Cost-Countries**




60 YEARS CREATING TOMORROW

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Connecting People and Technologies for the Next Level