slalom | INDUSTRY OUTLOOK



Life sciences

With AI and tech at the forefront, the life sciences industry is stepping into 2025 with a powerful focus on person-centered transformation.

Top trends in life sciences

01 **Realizing value from AI across the value chain**
If 2024 was about proof of concepts and pilots, 2025 will be about results and responsible AI. To maximize the ROI of AI acceleration, especially with agentic AI, life sciences organizations need a holistic, enterprise AI strategy—not just a series of one-off use cases.

02 **Leveraging data to empower commercial success**
Today's patients and healthcare professionals (HCPs) expect personalized, digitally enabled experiences. Commercial and field teams must evolve their approach to data and orchestration and upskill to deliver more value for their customers and growth for their organization.

03 **Navigating the tooling decision precipice**
Simultaneous to the industry and AI revolution, a disruptive change in the customer relationship management (CRM) tool landscape is forcing a critical decision point for pharmaceutical companies—and offering an opportunity to lead with data and recast legacy processes.

04 **Demonstrating value with real-world data**
Real-world data (RWD) plays an increasingly important role in driving and demonstrating value in evidence-based medicine—and inspiring systemic change across the care continuum.

05 **Building resilient and adaptable supply chains**
By learning to predict and adapt to disruption, life sciences supply chains can evolve from back-office functions to strategic assets that drive new value creation.

06 **Increasing access to precision medicine**
Therapies tailored to individual genetic, environmental, and lifestyle factors are gaining momentum—but scaling precision medicine remains a challenge.

07 **Transforming workforces to "do more with less"**
Life sciences companies are reimagining their organizations as they strive to maximize productivity and strategic value.

08 **Elevating medical affairs**
The role of medical affairs in life sciences is evolving into one similar to the central nervous system of the body, connecting HCPs, regulatory bodies, patients, and internal teams, and partnering as a trusted curator of data, evidence, education, and cutting-edge science.

09 **Designing the lab of the future**
Life sciences research organizations are reimagining laboratories as highly automated, data-driven environments where cutting-edge technology meets high-throughput experimentation.

Get the full outlook here: **slalom.com/ls-outlook**

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WHO WE ARE

Slalom is a fiercely human business and technology consulting company that teams with leaders who expect more. **So we bring more.**

WHAT WE DO

From strategy to implementation, our approach is fiercely human. We partner with market leaders and emerging players as they navigate uncertainty and strive for growth.

HOW WE'RE DIFFERENT

We take love seriously
So seriously that we measure customer love in 10 dimensions and use those metrics to guide our actions.

Head and heart in everything we do
We show up authentically and get to know you, always leading with empathy and kindness.

Deep connections, better outcomes
Our thorough understanding of partner technologies and priorities drives trusting relationships and exponential impact.

Momentum that outlasts us
We work with your teams every step of the way, teaching and empowering them to continue the momentum even after we leave.

Local soul, global scale
Because we live where we work, we're committed to our local communities and your long-term success—while also staying connected globally.

LOCATIONS

We have over 10,000 team members, including 1,100+ experienced life sciences consultants, in 12 countries and 52 local offices around the world.



PARTNERSHIPS

We partner with over 700 of the world's leading technology providers to create extraordinary results for life sciences leaders like you.

aws
databricks
salesforce
Google Cloud
snowflake
Microsoft

CUSTOMERS

Our life sciences customers include pharmaceutical and biotech organizations, precision therapy developers, med device and medtech companies, personalized healthcare services, and more.

protas
Takeda
Glenmark
HOLOGIC
maravai LifeSciences
SYGNOMICS precision oncology

Learn more on **slalom.com/ls-outlook** or reach out to **Johanna DeYoung** (johannad@slalom.com)