

Pharma Lab Leaders Survey Reveals

Key Focus Areas

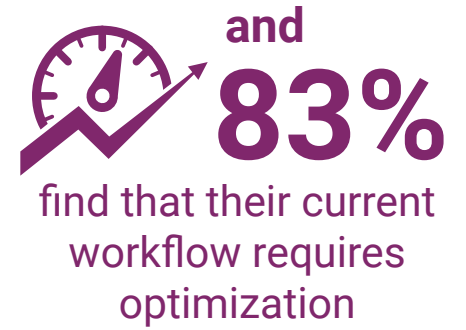
To Drive Improvements In Human Health



In 2019, Agilent Technologies teamed up with the market research company Frost & Sullivan to conduct a global survey of pharma laboratory leaders. Within this group of lab leaders, the survey sought to understand their unique industry challenges, laboratory pain points and overall goals for the future in the quest to improve human health...

... and the results uncovered challenges in workflow and laboratory efficiencies

Overall, the primary concerns of pharma lab leaders are:

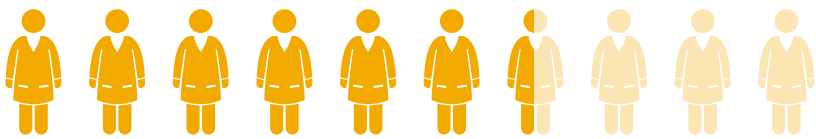


"Quality of results is among one of the top priorities in the laboratory, we have to make sure that the products are up to the mark from the in line testing to the finished products..."
China, Biotechnology, Laboratory Manager

"One of the major challenges which we face in the daily operations is streamlining all the processes..."
USA, Biotechnology, Lab Manager



Achieving quicker results is the number #1 concern for pharma lab leaders (55%)



65% say the most important type of laboratory innovations are those that **increase efficiency**



38% of those who work with generic medicines say one of the most common challenges is the **increased demand to get these medicines to market quickly**



Achieving better results is more crucial than ever before with increased performance expectations placed on laboratory technologies and innovations



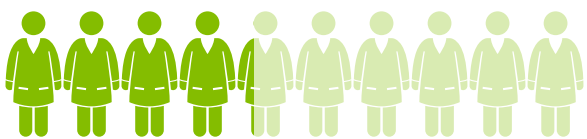
41% cite innovations that **improve instrument performance and sensitivity** as being one of the most important innovations for their labs



85% said that they are looking to buy **more sophisticated instruments with a greater degree of specificity**, in order to progress medicines through the pipeline more quickly



Challenges around data integrity have a significant impact



43% of lab leaders say data integrity is one of the **key pain points** in their labs



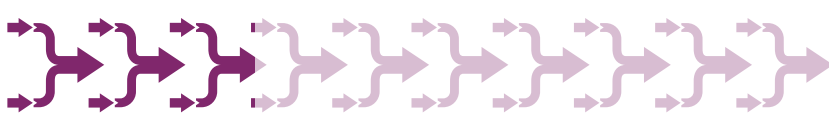
54% of lab leaders cite **data integrity as being very important** to their work



70% say improving the **documentation of the sample chain of custody and data integrity** is one of the most important strategies that labs are employing to progress drugs through the pipeline quicker



Streamlining and optimizing the workflow is important for pharma lab leaders



30% of respondents cite innovations that **streamline complex workflows** as being one of the most important innovations for their labs



More reliable (90%) and accurate (88%) instruments are the top 2 factors that would best improve workflow

Methodology



650 in **big pharma, biotech and contract research** organizations



07 across Europe, Asia and the USA



3 types of senior lab leaders including laboratory manager, director and supervisor