

Pharma Lab Leaders Survey Reveals

# Key Focus Areas

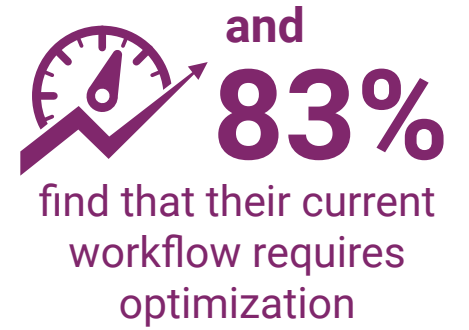
## To Drive Improvements In Human Health



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:

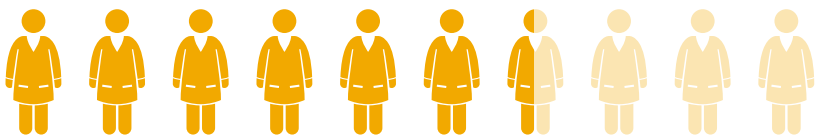


"Quality of results is among one of the top priorities in the laboratory, we have to make sure that the products are up to the mark from the in line testing to the finished products..."  
*China, Biotechnology, Laboratory Manager*

"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%)



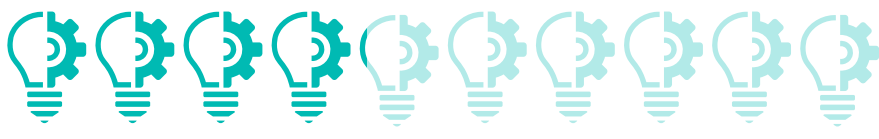
**65%** say the most important type of laboratory innovations are those that **increase efficiency**



**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



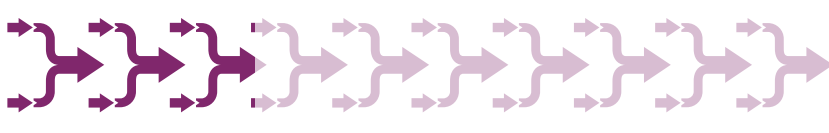
**54%** of lab leaders cite **data integrity as being very important** to their work



**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