

## Sanofi

Sanofi is a multinational pharmaceutical company

Discover new strategic opportunity areas to sustain long-term growth and maintain industry leadership position







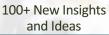




5 high-performance teams generated innovative business solutions in 8 weeks









20+ Strategic Growth Opportunity Areas



20+ Detailed Business Concepts



5 Business Cases for Senior Leadership

## **KEY TRENDS**

- Preventive care: empowered and informed customers interested in monitoring their health
- **Digitization:** healthcare services transforming into online experience like medical appointments and drug delivery
- Overregulation: varying standards across countries and legal changes slow the development of new products
- Big data: collection and availability of various type of data improves the integration of healthcare services

"What I really learned from this program is the importance of creating partnerships...it's definitely something we need to work harder as a company... some ideas are considered for implementation."

Head of Supply Chain Latin America