

Catalent Pharma Solutions Prioritizing the Portfolio



Company Description

From drug and biologic development services to delivery technologies to supply solutions, with over 75 years of experience, Catalent helps customers get more molecules to market faster, enhance product performance, and provide superior, reliable manufacturing results. Catalent employs approximately 9,000 people and generates more than \$1.7 billion in annual revenue.

Business Situation

Like many companies in the pharmaceutical industry, Catalent Pharma Solutions manages a portfolio of hundreds of projects in various stages of development. In order to ensure that the most promising products make it to market, the company needs to evaluate all of its projects to determine which should be continued and which should be ended - and how its research and development resources should be allocated to maximize efficiency and shareholder value.

Solution

In 2010 Catalent selected SmartOrg's Portfolio Navigator® software to help the organization improve its ability to manage its book of more than 100 projects and allocate resources to programs that had the highest chance of driving value. Evjatar Cohen, VP of Global Innovation at Catalent, says, "We did not have a portfolio management tool in place - all of our data was in Excel spreadsheets, which did not meet our complex needs. We evaluated four or five solutions and Portfolio Navigator was the best fit for us because it provided the best functionality at a price point that gave us a great 'bang for the buck.' It has turned into a huge asset for us, and we are very happy with how easily it has been to install, deploy and use."

Results

According to Cohen, Portfolio Navigator has dramatically improved Catalent's ability to make informed decisions about its slate of projects. "We have a number of products in development, and the system helped us look at 100 projects in our portfolio and identify 60 that we wanted to continue and 40 that we should end because they were unlikely to achieve success. Portfolio Navigator has given us the ability to kill projects, provide additional support for promising work, and also to manage the projects that we have in the pipeline. It provides great value to us."

TECHNOLOGIES/SERVICES

Portfolio Navigator enterprise software

BENEFITS

Accurate evaluation of existing portfolio

Ability to support—and end—projects quickly

Advanced project-management capabilities

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Evjatar Cohen,
VP of Global Innovation
Catalent Pharma Solutions

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SmartOrg software and services help companies discover their most profitable opportunities. We provide solutions for the economic evaluation of opportunities, especially when the future is clouded with uncertainty.

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