

Biome  
Novartis Digital



# Introducing **BIOME** by Novartis

AI For Health,  
November 10<sup>th</sup> 2020

 **NOVARTIS** | Reimagining Medicine

# Novartis compagny overview

**Our purpose is to reimagine medicine to improve and extend people's lives.** We use innovative science and technology to address some of society's most challenging healthcare issues. We discover and develop breakthrough treatments and find new ways to deliver them to as many people as possible. We also aim to reward those who invest their money, time and ideas in our company. Our vision is to become the most valued and trusted medicines company in the world. Our strategy is to build a leading, focused medicines company powered by advanced therapy platforms and data science.

**As we implement our strategy, we have five priorities to shape our future and help us continue to create value for our company, our shareholders and society: **unleash the power of our people; deliver transformative innovation; embrace operational excellence; go big on data and digital; and build trust with society.****

# Strategy : go big on data and digital

## **We are transforming digital at Novartis**


To become the leading medicines company powered by data science and digital technology

# The Novartis Biome key to delivering on digital priorities

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## The Novartis Biome is the catalyst

- To help us find and collaborate with the best partners in the tech ecosystem
- To make partnering with us easier and more productive



“Passionate start-ups and entrepreneurs are the vanguard of health tech

We want to work together to translate that innovation into real solutions for patients”

Vas Narasimhan  
CEO, Novartis

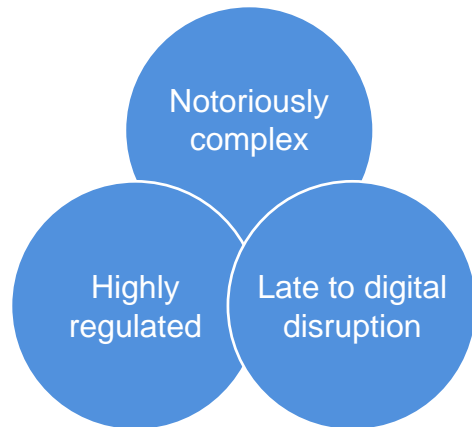
# Our ambition is to become the world's leading medicines company powered by data and digital

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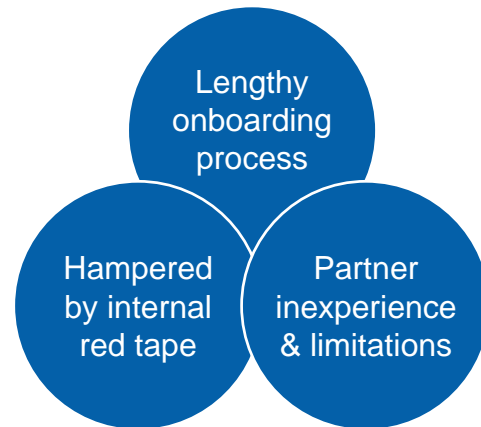
## We can't achieve this alone

To tackle some of the biggest healthcare challenges and deliver our digital agenda, **we need to partner with the best in the tech ecosystem**

Finding the right partners isn't easy in a healthcare industry that is:



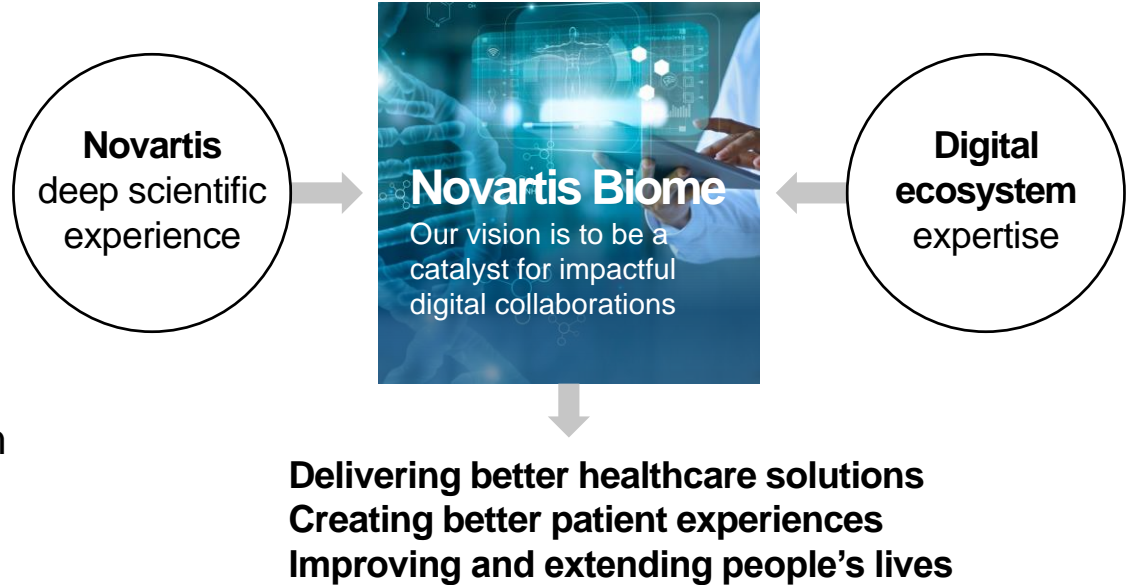
Traditional pain points can limit the success of new tech partnerships:



# The Novartis Biome vision

## A catalyst for impactful collaboration,

the Novartis Biome brings together Novartis' deep scientific experience with the expertise of the tech ecosystem to develop and scale digital solutions that improve and extend people's lives



# ..internally & externally we are focused on

Helping health and tech entrepreneurs to...



**Collaborate**

with us more easily

**Connect**

to our network of Digital Innovation hubs around the world



**Access**

our global resources and reach to scale up good ideas as fast as possible

Collaborating with our Novartis teams to...



**Connect**

with partners in the right way

**Transform**

innovative ideas into impactful solutions



**Discover, develop & drive**

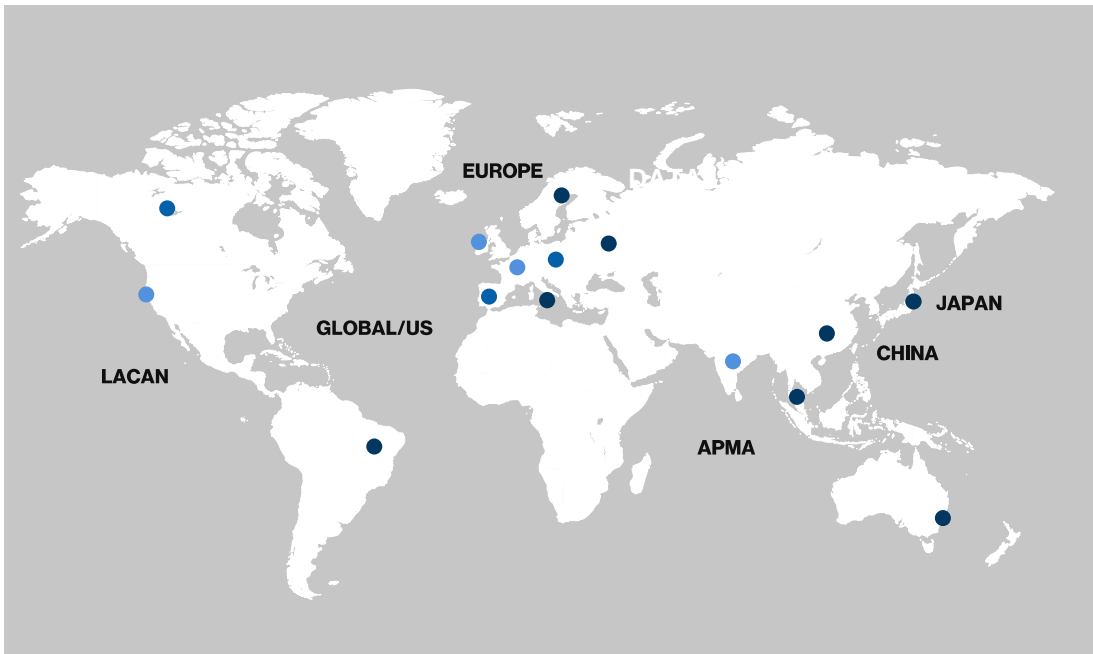
even more successful collaborations at scale

# Novartis Biome Hub

## Connected via a global network of digital innovation labs

We unite across regions to democratize access to data, resources and local ecosystem expertise

- **Launched**  
UK, France, India & San Francisco
- **Planning to launch**  
Spain, Canada & Germany
- **In discussion**  
The Nordics, Brazil, Singapore, China, Japan & Australia





# We want to make it easier for large & small companies to partner with us

## Operating model

designed as an end-to-end platform to help drive impact at scale

### Digital Ecosystem / Expansion / Engagement

Establish and raise the profile of Novartis in the external and internal ecosystem by contributing to and creating value with the community of collaborators

1

#### Identifying the problem

Focus of the initiative that a health-tech partnership will solve

2

#### Identifying the partner

Identify the right partner best suited to help solve the specific problem

3

#### Onboarding the partner

Accelerate the contractual process to develop the initial partnered solution

4

#### Pressure-testing the solution

Providing the right environment to rapidly develop and test the partner's solution

5

#### Scaling successfully

Consistent assessment framework to validate the viability to scale

### Digital Products / Services / Partnerships

Provide access to best-in-class products/services and a vast portfolio of health-tech partners to facilitate effective digital partnerships

# Contact & Resources

## Meet Novartis Biome Paris at AI For Health 2020



**Timothé Cynober**  
Novartis Biome Paris  
Digital Innovation Manager & Partnerships  
lead



**Lucie Eckenberg-Friedlander**  
Novartis Biome Paris  
Head Ad Interim

## Resources



Novartis Biome on [novartis.com](https://www.novartis.com)

## Social media Novartis France



## Contact Biome Paris

[novartis.biomeparis@novartis.com](mailto:novartis.biomeparis@novartis.com)