

# Process Digital Twin for Pharma

## Commercial Model

With the Process Digital Twin for Pharma optimize operations and quality; bringing product to market faster.

Learn more about how we approach value-based delivery.

### Program initialization

In the early phase of a Process Digital Twin project it is important to jointly define the scope, gain experience, understand and mitigate the risks, and build trust. To avoid surprises in this phase of your project, benefit from fixed price and time and material pricing which provides upfront, clear visibility of costs against expected deliverables.

### Approach

Using a baseline of historical data or preliminary results during the Proof-of-Value phase, Atos will estimate with you the expected benefit of the solution upfront which can be periodically re-assessed.

Pricing is therefore based on a set of Key Performance Indicators (KPIs) that ensure your investments are meeting your specific business goals.

**Example KPIs - will vary according to specific customer scenarios**

	Business goal	First-round KPIs	Core KPIs
<b>Process Digital Twin</b>	<ul style="list-style-type: none"> <li>Reduce time to market</li> <li>Reduce material costs</li> <li>Reduce batch waste</li> <li>Improve quality</li> </ul>	<ul style="list-style-type: none"> <li>Time-to-market</li> <li>Material ordered</li> <li>Failure rate</li> </ul>	<ul style="list-style-type: none"> <li>Failure rate</li> <li>Cost of material</li> </ul>

### Value-based delivery

As the project moves to Implementation phase with a regular managed operational service, only pay for the value delivered thanks to an innovative outcome-based commercial model with a recurring license fee as a proportion of the commercial benefit or savings achieved.

Fees are defined in terms of the impact achieved for your business instead of the work performed. This means a lower investment risk and ensures the solution is delivering value to your business.

### Example

For example, if the Process Digital Twin delivers a monthly reduction of batch waste for production processes, the customer license fee would be a mutually agreed percentage of this saving.

To learn more about the solution or contact an expert, visit [atos.net/iot](https://atos.net/iot) or email [dialogue@atos.net](mailto:dialogue@atos.net)