

EyeOn key insights in Biotech planning solution



Table of contents



The next step in Biotech
planning

[Go to section](#)

From Excel to Anaplan

[Go to section](#)

Replacing Excel with Bioscale

[Go to section](#)

Building a scalable
global planning

[Go to section](#)

Unifying clinical
trial planning

[Go to section](#)

Biotech planning solution

The Next Step in Biotech Planning

Biotech companies are growing fast, with more complex trials, global launches, and increasing regulatory pressure. Many still work with spreadsheets and manual processes, but these tools soon become a barrier, they slow down decisions, create silos, and make it harder to manage risk.

The challenge now is to move from day-to-day execution towards a more strategic way of planning. This case handout shares real-life examples of Bioscale in action, told by industry experts. Their insights show how connecting clinical, supply, and commercial teams on a single platform enables strategic planning, scenario testing, and faster response to change, while keeping the ultimate focus on delivering.



From Excel to Anaplan scaling commercial and clinical planning by Amélie Roche



About the company

A leading biopharmaceutical company focused on the development, commercialization of innovative hospital antibiotics.



Approach

EyeOn implemented Bioscale, The initial implementation focused on commercial demand planning, supply planning, variant management, scenario planning and S&OP reporting.



Challenge

The growing complexity and evolving market demands quickly became too much for Excel to handle.



Results

The company now operates an integrated, scalable planning environment that connects commercial and clinical functions.

.... with Bioscale



Integrated & scalable planning

The company now runs a unified planning environment connecting commercial and clinical functions, eliminating silos and Excel limitations



Improved efficiency & collaboration

Planning speed, transparency, and cross-team collaboration have increased significantly, supported by centralized data and standardized reporting



Better decisions & supply reliability

Scenario simulations and variant-level insights have strengthened supply reliability and enabled more informed, strategic decision-making

Expertise insights by Amélie Roche

From our perspective at EyeOn, the company's journey demonstrates how switching from Excel to Anaplan can enable true scalability in commercial and clinical planning. The key to their success was translating complex industry requirements, such as variant management across regions with different regulatory and packaging rules, into a structured, user-friendly model.

By embedding scenario planning capabilities, we empowered their teams to anticipate and respond to uncertainty in market demand and clinical trial execution, transforming the planning process into a proactive and collaborative endeavour. Close involvement of end users throughout the sprints ensured strong adoption, and our continuous improvement approach keeps the solution aligned with the company's evolving portfolio and supply chain dynamics.

The result is an integrated planning environment that delivers speed, transparency and strategic insight, helping them to focus on what matters most: ensuring product availability and supporting patient needs.



Replacing Excel with Bioscale to support international growth

by Bart Paridaen

.... with Bioscale



About the company

A commercial-stage biopharmaceutical company focused on discovery, development & commercialization of precision oncology medicines.



Approach

The bioscale implementation was completed in four months through agile development releases involving commercial and supply chain teams.



Challenge

In need of a robust and scalable solution that would consolidate end-to-end planning into 1 integration system.



Results

The company transitioned from spreadsheet-based planning to an integrated, scalable solution. This has improved forecast accuracy, SC transparency, and responsiveness.



Unified Planning Environment

The company moved from fragmented Excel files to an integrated, scalable solution, consolidating demand, supply, inventory and S&OP planning into one system.



Improved Accuracy & Visibility

Forecasting accuracy, transparency, and cross-team alignment improved, allowing global teams to work on a better coordinated end-to-end plan for the global supply chain.



Greater Agility for Global Launches

Variant management and scenario planning enhanced responsiveness, enabling them to adapt to diverse regulatory, packaging, and market launch requirements



Expertise insights by Bart Paridaen

From an implementation standpoint, replacing Excel with Bioscale involved more than just upgrading the technology; it also involved standardization of the planning model, data model and global process to enable scalability in a fast-changing environment.

Simultaneously we focused on embedding industry specific requirements like variant management, given that each market operates under unique regulatory and packaging conditions. Leveraging our Anaplan Bioscale connected planning capabilities we were able to configure and implement these end-to-end planning constraints in a very time-effective and optimal way.

Another major focus of the implementation was to enable scenario planning on a large scale. Previously, simulating market entry sequencing or launch strategies in Excel was often too time-consuming, limiting discussions to simplified or static assumptions. With Bioscale planners can now run structured simulations in real time, evaluate risks around launch timelines and incorporate scenario-based insights into monthly S&OP meetings. This shift has elevated cross-functional collaboration, shifting the focus from data reconciliation to proactive decision-making.

Building a scalable global planning for commercial launch by Damien Jaton

.... with Bioscale



About the company

A biopharmaceutical company focused on developing innovative therapies



Approach

Bioscale included end-to-end supply planning capabilities and enabled structured sales and operations (S&OP) scenario planning across markets and product configurations.



Challenge

Due to commercialization expanding into new markets, the company needed to quickly scale its planning capabilities.



Results

Bioscale allowed the company to support global commercialization through a centralized planning model, greater planning accuracy, and quicker decision-making



Scalable planning

Established a centralized, scalable planning environment that replaced fragmented Excel processes.



Increased flexibility

Increased flexibility and accuracy in launch planning through variant management and scenario simulations.



Cross-functional decision-making

Accelerated cross-functional decision-making and alignment, improving responsiveness to market and supply changes.

Bioscale implementation

Expertise insights by Damien Jaton

From an implementation perspective, this project emphasised the importance of creating a scalable planning foundation when an organisation transitions from clinical-stage operations to global commercialisation. While spreadsheet-based processes are sufficient in the early phases, they cannot meet the demands of launching in multiple markets with different packaging, regulatory and supply requirements.

The key design priorities were scalability and user adoption. Scalability meant ensuring the model could support future market entries, portfolio expansion and increasing volumes of data. User adoption meant building a solution that mirrored real-world workflows, enabling planners to transition from Excel with minimal disruption. A central capability was enabling planners to manage different variants and manage specific regulations across regions in a structured way while maintaining a consolidated global view.

Another critical capability was embedding scenario planning directly into the S&OP cycle. This transformed planning from reactive reconciliation to proactive decision-making, enabling teams to simulate rollout strategies, assess risks and agree on forward-looking actions. Delivering the solution in just four months required close collaboration with end users to ensure the system was operationally effective and widely adopted at launch.

The most important lesson learned was the importance of timing: by investing in a scalable platform before commercialisation, the organisation avoided the pitfalls of fragmented processes and entered the market with a robust, future-ready planning foundation.



Unifying Clinical Trial Planning by Bram Bongaerts



About the company

A clinical-stage biotech expanding its oncology trial portfolio. Growing study complexity required a scalable planning solution



Approach

Excel was replaced with Bioscale for patient, visit, and supply planning. The model also prepares for future commercial integration.



Challenge

Siloed spreadsheets caused errors and manual work. Limited visibility made proactive planning difficult



Results

Planning is now centralized and faster. Scenario insights improve resource use and supply readiness

.... with Bioscale



Centralized Clinical Planning

All patient, visit, and supply planning moved from disconnected Excel files into one unified Bioscale platform, creating a single source of truth



Faster & More Flexible Processes

Trial planning updates are now quicker, with fewer manual handoffs, and planners can configure studies and regional rollouts more effectively



Scenario-Driven Agility

Real-time scenario capabilities allows the company to anticipate the impact of changes in enrollment or protocols, strengthening proactive resource management

Expertise insights by Bram Bongaerts

This project highlights the importance of replacing fragmented Excel tools with a unified planning platform. By integrating patient enrollment, visit scheduling, and investigational product supply onto one platform. The organization established a structured source of truth, a clear planning process and the capability for more consistent, forward-looking decisions..

A significant achievement was the improvement in efficiency and accuracy. Updates that once required days of manual effort can now be completed in hours. This frees up planners to spend less time on operational firefighting and more time on forward-looking analysis. It helps them align around consistent data and ensures that critical planning outputs are delivered faster and with greater confidence.

Equally important, the implementation laid the groundwork for scalability. Although the initial focus was on clinical planning, the platform was designed with future integration in mind. This enables the organization to seamlessly extend the solution into commercial domains as the pipeline grows. By embedding this scalable foundation early on, the company is better prepared to handle increasing complexity, safeguard supply reliability, and ensure that its planning processes evolve alongside future growth.



For scaling biotech's, planning maturity isn't optional — it's critical.



Discuss your business case

For scaling biotech's, planning maturity isn't optional, it's critical.

[EyeOn Bioscale](#)



Request demo

Sign up for a personal demo to see how you can instil adaptability, resilience, and sustainability with EyeOn Bioscale. After submitting the form we will get in touch with you shortly.

[Get in touch](#)



Damien Jaton

Team Lead Life science

+41 (0)78 304 21 21

damien.jaton@eyeon.eu

[LinkedIn](#)



Bram Kurstjens

Partner – Planning systems lead

+31 (0)6 16 37 93 36

bram.kurstjens@eyeon.nl

[LinkedIn](#)



Bram Bongaerts

Partner

+31 (0)6 30 89 59 12

bram.bongaerts@eyeon.nl

[LinkedIn](#)