SailPoint

Intelligent Identity Management for Pharma

Building Identity Governance and Security Frameworks in Complex R&D Environments

An increase in the complexity of clinical trials and the growing need for remote identity management has created the perfect storm for security breaches. In the last two decade, the cost of clinical trials exponentially increased while the probability of success for new drug discovery decreased.[1]

State of the Industry

With higher failure rates, Pharma is looking to IT for solutions that can deliver on compliance, streamline data sharing, and prevent security breaches.

The top 10 Pharma's R&D budgets were close to **$82 Billion in 2019**, an increase of $4 Billion more than 2018[2]

There is only a **1 in 10 chance that a new drug will be approved**[3]

Phase III studies for **new drugs approved by the** Food and Drug Administration **FDA cost a median of $41,117 per patient**[4]

On average, **new drug discovery takes 66 months - 78 months** to get from Phase I – Phase III[5]... **and the average time to identify and contain a breach was 257 days in 2020**[6]

On average, **new drug discovery cost $1.506 Billion**[7]

It is estimated that there are **65,231 unique, active clinical investigators globally**[8]

The **Pharma** industry **has the second highest target for hackers**[9] **– the average cost of a data breach was $5.06 million in 2020**[10]

Globally, the **number of registered clinical trials increased** from 2,119 in 2000 **to** about **351,917 in 2020**[11]

Currently, **there are 53,161 recruiting studies and** roughly **60%** are being **conducted internationally**[12]:

Due to the coronavirus and the urgent quest for a vaccine, pharmaceutical companies are collaborating with a renewed purpose and when coupled with the prodigious volume of electronic data that is shared during drug discovery, **Pharma requires a new level of vigilance to protect, monitor, and remediate identity access.** With the power of artificial intelligence (AI) and machine learning (ML), **SailPoint Predictive Identity™ is the next generation of identity management** to help pharmaceutical companies make intelligent identity decisions.

Accelerate Identity Decisions. Mitigate Risks. Intelligently Manage Access.

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[1] Mestre-Ferrandiz, J., Sussex, J. and Towse, A. (2012). The R&D cost of New Medicine. London: Office of Health Economics.
[2] "The top 10 pharma R&D budgets in 2019," Fierce Biotech, June 8, 2020.
[3] "Tufts study: it takes eight drugs in clinical trials to get one approval," Boston Business Journal, November 21, 2014.
[4] "How Much Does a Clinical Trial Cost?," SOFPROMED, January 2, 2020.
[5] Kaitin and DiMasi (2011) provided evidence for clinical phases in total without differentiating between phases. The 78 months refers to the subset of FDA-approved compounds in 2000-2009.
[6] "IBM Security Cost of a Data Breach Report 2020," IBM Security: A look at the pharmaceutical industry, July 2020.
[7] Jorge Mestre-Ferrandiz. The R&D Cost of a New Medicine. Office of Health Economics: University College London: VISION Seminar London, 29 January 2013.
[8] "Trends in clinical trial investigator workforce and turnover: An analysis of the U.S. FDA 1572 BMIS database," Contemp Clin Trials Commun. 2019 Sep; 15: 100380. Published online 2019 May 21.
[9] "More Hacks Inevitable in Pharma Industry, Cybersecurity Expert Says," BioSpace, May 22, 2019,
[10] Ibid, 6
[11] "Number of Registered Studies by Year (as of September 16, 2020)" ClinicalTrials.Gov. September 2020.
[12] Ibid