

The short supply of life sciences expertise



For many life sciences companies, human capital is one of their most important assets. Companies are transforming their leadership team to gain a competitive edge, yet many still grapple with the short supply of staff and expertise.

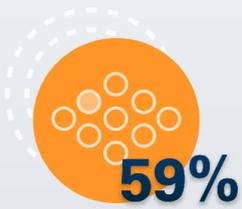


95% of life sciences companies changed the composition of their C-suite in the last five years.



96% believe staffing and expertise issues will impact revenue management in 2023.

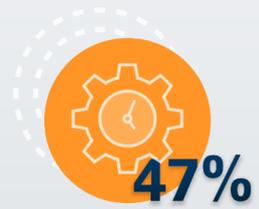
What staffing issues are impacting revenue management programs in life sciences?



Limited availability of consultants or contractors



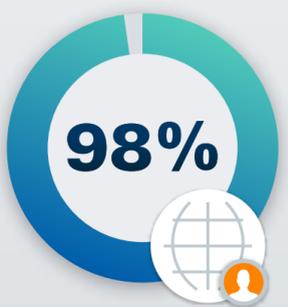
Hard to hire frontline staff including admins and analysts



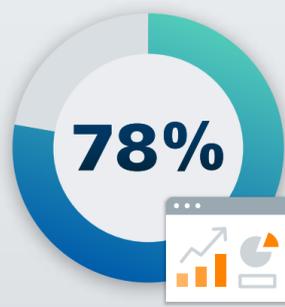
Increased workload without the bandwidth to manage

So what's enabling them to weather the challenges of today and capitalize on the opportunities of tomorrow?

A combination of external resources and internal strength



98% of companies use business process outsourcing in at least a moderate capacity to address staffing and expertise issues.



78% of executives believe their companies' data and analytics capabilities give them a competitive advantage.

Discover how the life sciences industry plans to optimize revenue in 2023.

Download the 2023 State of Revenue Report today at

www.modeln.com/revenue-2023