



CHUGAI PHARMACEUTICAL

VIDEO TRANSCRIPT

00;00;00;00 - 00;00;27;18

Speaker 1
I'm Brian Westbrook with GeekWire Studios here at Adobe Reinvent. Joined by some amazing folks from Chugai Pharmaceutical and Accenture. I want to have them introduce themselves. We'll start with you, Dice Kate Yokota.

00;00;27;20 - 00;00;33;11

Speaker 2
Hi. Thanks, Brian. I'm Yukota from Chugai pharmaceutical based on Tokyo.

00;00;33;14 - 00;00;34;16

Speaker 1
And Vhie.

00;00;34;19 - 00;00;41;17

Speaker 3
Hey, Brian. Thank you for having us. My name is Vhie Cruz. I have been with Accenture for more than 18 years.

00;00;41;19 - 00;00;43;19

Speaker 1
Amazing. And finally.

00;00;43;21 - 00;00;51;07

Speaker 4
Hi, Brian. I am Kei Toga. I'm coming from central Japan. I'm leading a crowd consulting team in Japan.

00;00;51;10 - 00;01;06;20

Speaker 1
Amazing. It's great to have the three of you here with us today. Some exciting stories. I want to get right into it. We're going to start with you. You caught us on. Tell us about some of the industry challenges, the cloud infrastructure journey and a little bit of how that leads into your growth strategy.

00;01;06;26 - 00;01;36;18

Speaker 2
Okay. So so I'm very excited to be here at AWS reinvent to hear and learn about leaders from the industry and how they have been leverage the cloud technologies? And I'm very happy to hear today just sit here today. But I'm actually here today to share about how we are leveraging the cloud technology in my company, Chugai Pharmaceutical.

00;01;36;20 - 00;02;13;03

Speaker 2
So let me introduce our company Chugai pharmaceutical. and Chugai was founded in 1925 and is a research based company pharmaceutical. You have a drug discovery capability, including proprietary antibody engineering technologies. And we look at it in Tokyo, Japan. And we belong to a large group and but we are allowed to our own research and business in Japan.



00;02;13;06 - 00;03;03;12

Speaker 2

Our strength is in drug discovery by leveraging proprietary antibody discovery and our strength is drug discovery and we fully utilize AWS cloud technology and entire pharmaceutical value chain, from drug discovery to clinical development and to manufacturing and to sales, and for example, being a drug discovery area, we use the A.I. and molecular simulation in large scale in AWS and propose a promising compound to their biology.

00;03;03;14 - 00;03;38;01

Speaker 2

Is a time for drug discovery. Yeah, quite a time. And on the other hand, in a critical development area, we are building data collection platform too, by using like this a biomarker. And for our manufacturing area. We use AWS for this plant? Yeah. For example, we provide automatic assignment for workers and we use AWS for the most supporting tool using AI.

00;03;38;04 - 00;04;03;16

Speaker 2

And last one is a digital marketing area we used after we released a drug to the world. We use AWS as a customer interface between healthcare professional and our Chugai's medical representatives. So to sum up, we fully utilize AWS service in all of our chain.

00;04;03;18 - 00;04;26;20

Speaker 1

It's interesting to hear you say that what I took away from that is that you don't just use it for research, you don't just use it for development, but you also use it in the customer journey and in sales kind of in that third tier. I want to talk about the concept of you guys cloud infrastructure and like everything, it has a three letter acronym, CC.

00;04;26;20 - 00;04;30;23

Speaker 1

I Yeah. So tell us about CCI, the concept and the goals.

00;04;31;08 - 00;05;16;00

Speaker 2

Okay. Sure. So our before Chugai cloud infrastructure, we have been using AWS services very much so, in part as a country and until now, our each idea and the digital Transformation project had its own individual optimization and the leading the problem, like our long time, long lead time to delivery our infrastructure and IT infrastructure and borrowing level of security and it there are a lot of our silo empowerment and yeah I.T. operation.

00;05;16;02 - 00;05;51;04

Speaker 2

So in this context we launched Chugai cloud infrastructure. It's called a CCI, addressed to this issue, a last year. And the concept of CCI is to make a large and secure and the weight of government and big C structure. Like utilize a multi-cloud infrastructure and we have a concept of putting all value chain system in all application on the largest scale like this.

00;05;51;06 - 00;06;13;12

Speaker 1

How is that helped make things easier? Give me an example of where you did something an old way with silos, for example. And things were complicated and they were. They didn't talk to each other. And by putting all of this information and this automation and optimization in CCI. Yeah. In the cloud, how is that really helped?

00;06;13;13 - 00;06;16;09

Speaker 1

What is that done for Chugai Pharmaceutical?

00;06;16;12 - 00;06;26;06

Speaker 2

It's a good for, like, agility and high governance. Yeah. Yeah. That is a very benefit for our CCI.



00;06;26;08 - 00;06;43;09

Speaker 1

Talk to me about I'm always fascinated by these projects and it was a journey to get there. How did it start out? How is it managed and how is CCI meeting goals?

00;06;44;01 - 00;07;04;23

Speaker 2

well, so this towering digital infrastructure is a feat built with a lot of help and support. So our team from Accenture, for instance, here with me today has to be in supporting like implementation and operation of the CCI.

00;07;04;26 - 00;07;21;21

Speaker 1

et's talk about that partnership now that you brought it up. We have your representatives from Accenture. They have literally been by your side as they are now. et's elaborate on that partnership between Sugar, Accenture, Italy as processor of Japan. et's talk about that for a minute. How is that going?

00;07;21;24 - 00;07;43;13

Speaker 2

Well, so Accenture and, you know, AWS Japan professional service have good support. Yeah, Yeah. to Chugai infrastructure from our like strategy phase and especially on the phase and operation phase. I'm very good thanks to the AWS Japan and Accenture Japan.

00;07;43;16 - 00;07;47;22

Speaker 1

What about this partnership? Why Accenture?

00;07;47;24 - 00;08;07;10

Speaker 2

m well. So I would say that Accenture have a high capability regarding AWS skill and that strategy of cloud technologies. So it is a why I had a good partnership with Accenture.

00;08;07;12 - 00;08;51;03

Speaker 4

He just added it. How about SAP up and see? Yeah, Chugai, Accenture and AWS Japan, started working together two years ago from our strategy and operations doing support and adjustments and we call embeds to get the best list of Chugai and Accenture. Case in point we continue a bit of a preview to sustain the gold standard services and bring the best variable infact to the Chugai strategy.

00;08;51;05 - 00;09;00;26

Speaker 1

Fantastic and it sounds like you're doing great work. What's next Yokota san What's next in this partnership? How do you evolve from here?

00;09;00;28 - 00;09;37;10

Speaker 2

Well, so we actually we are currently promoting the use of generative AI and it is better law is currently testing to the idea to be able to embrace the the large language model platform right for our provide to provide health care service to the our patient. And regarding the partnership with Accenture I I'm very excited to see how our partnership will evolve.

00;09;37;12 - 00;10;01;25

Speaker 2

So as you know like over the last ten years, the cloud technology has had to balance tremendous weight. So I think it's exactly that. It is very important to keep the relationship with organizers like Accenture, who make it their business. To anticipate and deliver this change.

00;10;01;27 - 00;10;02;21

Speaker 1

Vhie would you agree?



00;10;02;27 - 00;10;19;26

Speaker 3

Yeah, I completely agree with you about this. And it's no, you're right. Is there something I am most proud of in this partnership Is the commitment of both Chugai and Accenture to put innovation at the center of everything we do.

00;10;19;26 - 00;10;29;24

Speaker 3

So we in between Chugai and Accenture partnership We try to rely on our collective resources.

00;10;29;27 - 00;10;37;05

Speaker 3

We share knowledge and we collaborate in building our our playbooks.

00;10;37;07 - 00;10;37;20

Speaker 1

Yeah.

00;10;37;22 - 00;10;52;06

Speaker 3

But go innovation in and and having this partnership there's actually no blueprint Brian but we certainly helped build up the place. So very good Yukota san.

00;10;52;08 - 00;11;10;12

Speaker 1

That's great and it it kind of I mean I can tell just watching here you you get along great and you really work together. The team works together to solve problems and to make things easier for you guys. Pharmaceutical, we're about out of time, but co-design, I would love for you to just kind of wrap it up for us.

00;11;10;14 - 00;11;16;14

Speaker 1

What are we looking forward to? What's next? Tell us about this partnership.

00;11;16;16 - 00;11;47;21

Speaker 2

Well, so with that, thanks, thanks you for having a good opportunity to share about our business and Chugai cloud infrastructure. And I want to share that again. So our Chugai's core business is drug discovery, right? And we fully utilize AWS to pull all the same and we aim to make life digital innovative healthcare hobbies.

00;11;47;24 - 00;11;53;12

Speaker 2

Yeah. Such as a personal healthcare toward the 2030.

00;11;53;15 - 00;12;12;21

Speaker 1

And I'm I'm excited to hear this development. It's a global issue. It's something that everyone is concerned about and be able to leverage the power of data because cloud in a pharmaceutical environment to better the world in general. Absolutely incredible work. Fantastic. Thank you so much to coach us on the and kind toga. Thank you so much for joining us.

00;12;12;27 - 00;12;22;23

Speaker 1

I'm Brian Westbrook, GeekWire Studios.

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