

## Advantages

- Embeds *quality-by-design* from the very first GMP batches, boosting consistency and regulatory confidence
- Replaces manual, operator-dependent steps with closed, automated systems, reducing human error and batch variability
- Lays down a scalable, validated backbone early on, so later scale-up/out is incremental rather than disruptive
- Demonstrates commercial readiness to investors and partners, helping to unlock funding and strategic partnerships
- Delivers clearer scheduling and cost visibility for pivotal-trial supply, easing budget planning
- Gives the workforce time to build automation expertise long before commercial volumes are needed

- Defers heavy CAPEX until clinical success is clearer, preserving funds for R&D
- Keeps early-stage processes highly adaptable, enabling rapid iteration as product knowledge grows
- Provides access to a broader, better-validated menu of GMP-compliant technologies when adoption finally occurs
- Avoids early commitment to platforms that might become obsolete, reducing technological lock-in risk
- Allows automation to be sized precisely for the confirmed commercial demand, avoiding over-or under-specification

Early stage

## Timing of automation adoption

Late stage

## Disadvantages

- Requires substantial upfront CAPEX and multi-department integration when cash is tightest
- Can lock the process into immature or soon-to-be-superseded technology platforms
- Limits flexibility to refine the process during Phase I/II, when product and process understanding is still evolving
- Offers only modest cost-of-goods savings at the small clinical scale, so pay-back can look distant
- Adds validation and regulatory workload just as resources are focused on proving clinical efficacy

- Rising patient numbers force scaling-up/out with manual, labor-intensive processes
- Retrofitting automation forces re-validation, creates operational downtime, and can delay regulatory milestones
- Existing facility layouts and staffing models may not suit automated equipment, inflating retrofit and training costs
- Scale-up/out bottlenecks can jeopardize timely product supply and damage public and investor confidence
- Competitors that automated earlier may reach market faster and secure stronger negotiating positions
- Risk of missing the optimal commercial window if high-throughput, cost-effective supply cannot be achieved swiftly