# :CO relevant Abbreviations & Definitions

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Definitions that require common understanding across the organization are work-in-progress & will soon be published.

E.g., Pipeline Value, Top Launches, Basket Deals, Territory Extensions, List of key countries, etc.

| Abbreviation | Expansion |
|---|---|
| ANDA | Abbreviated New Drug Application |
| ANDS | Abbreviated New Drug Submission |
| ANOVA | Analysis of Variance |
| API | Active Pharmaceutical Ingredient |
| APO | Advanced Planning and Optimization |
| AS&T | Analytical Science & Technology (QC lab) |
| AW | Artwork |
| B2B | Business-to-Business |
| B2C | Business-to-Customer |
| BC | Business Case |
| BCS | Biopharmaceutics Classification System |
| BD | Business Development |
| BD&L | Business Development & Licensing |
| BE | Bioequivalence |
| BE study | Bioequivalence Study |
| BoD | Board of Directors |

| Abbreviation | Expansion |
|---|---|
| BPA | Business planning analysis |
| BRM | Business Review Meeting |
| BRS | Business Requirement Specification |
| CA | Canada |
| CAR | Capital Appropriation Request |
| CAR | Capital Appropriation Request |
| CCO | Chief Commercial Office® |
| CDA | Confidential Disclosure agreement |
| CDL | Country Detail Level |
| CEP | Certificate of Suitability |
| CFR | Code of Federal Regulations |
| CI | Confidence Interval |
| CMC | Chemistry, Manufacturing and Control |
| CoA | Certificate Of Analysis |
| COGS | Cost of Goods Sold |
| ComOps | Commercial Operations |
| CoPP | Certificate of Pharmaceutical Products |
| CP | Centralized Procedure |
| CPP | Critical Process Parameter |
| CRD | Clinical Research Department |
| CRO | Contract Research Organisation |
| CSAC | Clinical supply adversory committee |
| CSO | Chief Scientific Office® |
| D&R | Development & Regulatory |

| Abbreviation | Expansion |
|---|---|
| DCP | Decentralized Procedure |
| DD | Due Diligence |
| DDT | Discrimination Dissolution Test |
| dev. | Development |
| DL | Deficiency Letter |
| DMC | Development Manufacturing Committee |
| DMF | Drug Master File |
| Doc | Document |
| DoE | Design of experiments |
| DRB | Deal Review Board |
| DRC | Development Regulatory Center |
| DS | Drug Substance |
| DSC | Differential Scanning Calorimetry |
| DSSC | Development Science and Systems Committee |
| E2E | End-to-End |
| EDL | Essential Drug List |
| EDMF | European Drug Master File |
| EDT | European Dissolution Test |
| eFTF | electronic First-To-File |
| eHA | extended Hazard Analysis |
| EMA | European Medicines Agency |
| EP | European Pharmacopoeia |
| EPAR | European Public Assessments Reports |
| ERP | Enterprise Resource Planning |

| Abbreviation | Expansion |
|---|---|
| ESD | Early Stage Development |
| ESO | External Supply Organization |
| EU | European Union |
| EU | Europe |
| EWP | Efficacy Working Party |
| FAQ | Frequently Asked Question |
| FC | Forecast |
| FCT | Film-Coated Tablet |
| FDA | Food & Drug Administration |
| FDF | Finished Dosage Form |
| FMEA | Failure Mode Effects Analysis |
| FMECA | Failure Mode, Effects and Criticality Analysis |
| FO | Financial Obligations |
| FOI | Freedom Of Information |
| FRA | Financial Reporting & Accounting |
| FSC | Finance Service Center |
| FTE | Full time employee |
| FTF | First-To-File |
| GCP | Good Clinical Practice |
| GDM | Global Development Manual |
| GI | Gastrointestinal |
| GIS | Global Information System |
| GLC | Global Launch Committee |
| GLM | Global Launch Management (Obsolete) |

| Abbreviation | Expansion |
|---|---|
| GLP | Good Laboratory Practice |
| GMD | Global Master Data |
| GMP | Good Manufacturing Practice |
| GOP | Global Operating Procedure |
| GOS | Granules for Oral Suspension |
| GPA | Global Patent Attorney |
| GPB | Global Project/Pipeline Board |
| GPB | Global Portfolio Board |
| GPC | Global Pipeline Committee |
| GPfM | Global Portfolio Management |
| GPM | Global Project Management |
| GSCM | Global Supply Chain Manager |
| HMA | Heads of Medicines Agencies |
| HSE | Health, Safety & Environment |
| IBP | Integrated Business Planning |
| IH | In-House |
| IP | Intellectual Property |
| iPM | Integrated Project Management |
| IRR | Internal Rate of Return |
| IT | Information Technology |
| ITSM | IT Service Management |
| KO | Kick-Off |
| KPIs | Key Performance Indicators |
| LCM | Life Cycle Management |

| Abbreviation | Expansion |
|---|---|
| LM | Launch Management |
| LoE | Loss Of Exclusivity |
| LPM | Local Project Management |
| LSM | Launch Supply Manager |
| LSS | Launch Supply Site |
| LT | Lead Time |
| MA | Market Authorization |
| MAA | Marketing Authorization Application |
| MBA | Molecule based approach |
| MBR | Monthly business review |
| MBR | Manufacturing Batch Record |
| MC | Mission Control |
| MedTox | Medical & Toxicological department in Sandoz |
| mgmt. | Management |
| MOQ | Minimum Order Quantity |
| MRC | Maintenance Regulatory Center |
| MS | Milestone |
| MS&T | Manufacturing Science & Technology |
| MTE | Memorandum for Technical Evaluation |
| NCE | New Chemical Entity |
| NDA | New Drug Application |
| NHSA | National Health Surveillance Agency |
| NPV | Net Present Value |
| NSP | Net Selling Price |

| Abbreviation | Expansion |
|---|---|
| NTID | Narrow Therapeutic Index Drug |
| NTO | Novartis Technical Operations |
| OTC | Over the Counter |
| OTIF | On-time and In-full |
| PA | Patent Attorney |
| PAB | Prototype Approval Board |
| pf | Portfolio |
| PFS | Product Fact Sheet |
| Pip. | Pipeline |
| PLC | Pre Launch Checklists |
| PLM | Project & Launch Management |
| PM | Project Management |
| PMO | Project Management Office |
| PO | Purchase Order |
| POS | Powder for Oral Suspension |
| POS | Probability of Success |
| PRA | Preliminary Risk Assessment |
| PRB | Project review board |
| PRM | Product Review Meeting |
| proj. | Projects |
| PS | Product strategy |
| PSC | Product Sourcing Committee |
| PSG | Product Strategy Gate |
| PV | Pharmacovigilance |

| Abbreviation | Expansion |
|---|---|
| QA | Quality Assurance |
| QbD | Quality by Design |
| QbR | Question-based Review |
| QC | Quality Control |
| QM | Quality Manual |
| QRA | Quality Risk Assessment |
| QRM | Quality Risk Management |
| QTPP | Quality target product profile |
| QWP | Quality Working Party |
| R&D | Research & Development |
| RA | Risk Assessment |
| RA | Regulatory Affairs |
| RCC | Regulatory Competence Center |
| RLD | Reference Listed Drug |
| RMS | Reference Member State |
| ROS | Return on Sales |
| ROW | Rest of World (countries) |
| RSCP | Regional Supply Chain Point |
| S&OP | Sales & Operation Planning |
| SALT | Sandoz Launch Tracker |
| SANITY | Sandoz Information Transparency |
| SAP | Enterprise Resource Planning in Sandoz |
| SC | Supply Chain |
| SCM | Supply chain management |

| Abbreviation | Expansion |
|---|---|
| SDC | Sandoz Development Center |
| SDZ | Sandoz |
| SGD | Sandoz Global Development |
| SIR | Sandoz International Region |
| SKU | Stock Keeping Unit |
| SLT | Sandoz Leadership Team |
| SPC | Supply Point Committee |
| specs | Specification |
| SPOC | Single Point of Contact |
| SRM | Site review meeting |
| SRT | Supplier Relationship Team |
| STO | Sandoz Technical Operations |
| TechOps | Technical Operations |
| TPC | Total Product Cost |
| TRA | Technical Risk Assessment |
| TW | Track Wise |
| US | United States of America |
| VMS | Vendor Management System |
| WHO | World Health Organization |