



Nagarro's Experience Working with Pharmaceutical Companies

Our solutions increase productivity, improve collaboration and help meet regulatory requirements

What Nagarro can do for your Company

- Provide in-depth domain expertise in regulatory and compliance matters
- Design specialized, validated solutions to support automation of R&D tasks and submission management
- Develop advanced collaboration and workflow applications, to enhance visibility and improve effectiveness of your sales and marketing initiatives
- Provide all the technology and expertise required to develop and implement solutions quickly and effectively
- Integrate existing multiple third party packaged applications, including popular LIMS and ERP systems, easily integrate with specialized custom solutions

Regulatory and Compliance Solutions

Nagarro works with pharmaceutical companies to help them implement validated systems for their Research and Development groups. Apart from extensive experience with FDA-mandated procedures, Nagarro is registered with the European Medicines Agency for implementing electronic regulatory submissions using emerging standards such as PIM.

Nagarro can help R&D departments in major pharmaceutical companies in the following areas:

- Solutions to accelerate time to market through end-to-end data integration, automating business process workflows and interdepartmental knowledge management
- Tools to help manage regulatory and compliance procedures

- Submission / eSubmission applications
- Clinical and non-clinical data aggregation / data warehousing solutions using an in-depth knowledge of LIMS systems such as Provantis, PathData, TFR/Tox, Waters, Thermo, InnaPhase and others
- Reporting and statistical analysis such as Kruskal-Wallis, Fisher's, Dunnett's, Levene's, Welsh t-test etc.

Regulatory Submission Management

Nagarro can help in building back-end applications for data warehousing and reporting to help generate data driven content for the Common Technical Document (CTD). Typically this data needs to be generated from numerous heterogeneous data models supported by the underlying laboratory systems. The data needs to be properly correlated, statistically analyzed, tabulated, annotated and made available in various formats. All this needs to be done using validated systems that comply with 21 CFR Part 11 and other regulatory requirements. Nagarro understands these challenges and also the structure of the underlying data schemas so as to develop these applications effectively.

Solutions for the Finance Department

Nagarro understands the complex budgeting and forecasting processes used by the finance departments of pharmaceutical companies and has implemented software solutions to bring efficiency and structure to these tasks:

- Applications to help collect data and collaborate on budgeting and forecasting activities
- Workflow and approval applications for financial reporting
- Automating the close tasks to improve efficiency and meet

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- Sarbanes-Oxley requirements
- Analytics on large and complex data sets to produce usable information
- Integration with finance and budgeting systems such as Hyperion Pillar, Oracle Financials, SAP and others
- Reporting, charting and business intelligence applications

Solutions for the Field Sales Force

Nagarro works with sales groups in pharmaceutical companies to provide ready access to information related to products, competitors, physicians, events and other market information. At the same time, Nagarro helps pharmaceutical companies to collect relevant information from the field through the use of easy to use and unobtrusive distributed applications.

Nagarro has helped the field sales force of pharmaceutical companies:

- Access and update physician databases
- Record and document client data and visit details as well as integration with CRM
- Collect and consolidate sales data and competitive information
- Stay informed on key developments in their therapeutic areas, geographies, market share changes, competitor information and regulatory changes
- Order and track promotional material

Solutions for the Marketing Department

Marketing departments in Pharmaceutical companies need to design effective outreach campaigns to reach the physician community. Some of the challenges faced by the

marketing team include keeping the vast amount of physician data up to date, providing visibility to the sales teams, monitoring key opinion leaders and providing training to physicians.

Key areas where Nagarro has been able to help marketing departments of pharmaceutical companies include:

- Portals to manage the contracting and training of industry speakers as mandated by regulatory authorities
- Solutions for online eDetailing
- Portals to manage doctor outreach programs, including communication and information dissemination
- Software applications for managing campaigns, vendors and budgets
- Analysis and reporting on market and competitive data by demographics, geographies etc
- Team collaboration and workflow solutions for improved productivity

A True Partner to Our Clients

Nagarro has built a strong client base of pharmaceutical companies, which have included:

- One of the top ten generic drug makers worldwide, producing a wide range of quality, affordable generic medicines prescribed globally by healthcare professionals
- One of the largest corporations involved in the discovery, development, licensing, manufacture, marketing, distribution, and sale of pharmaceutical and other health care products in the United States
- The largest pharmaceutical company in the US and leader of discovery, development, manufacture, and marketing of prescription medicines for humans and animals

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