

AI -powered Tender Management & Insights for the Life Sciences Industry

Tender Central: A comprehensive solution for tender intelligence & management

Why is tendering such an important channel?

 **25-80%**

of pharma revenue (varies by portfolio). Heavily tendered: **Off-patent, generics, biosimilars, vaccines, blood plasma.** On-patent tendering is increasing.

 **>2/3**


of MedTech business can be subject to tenders

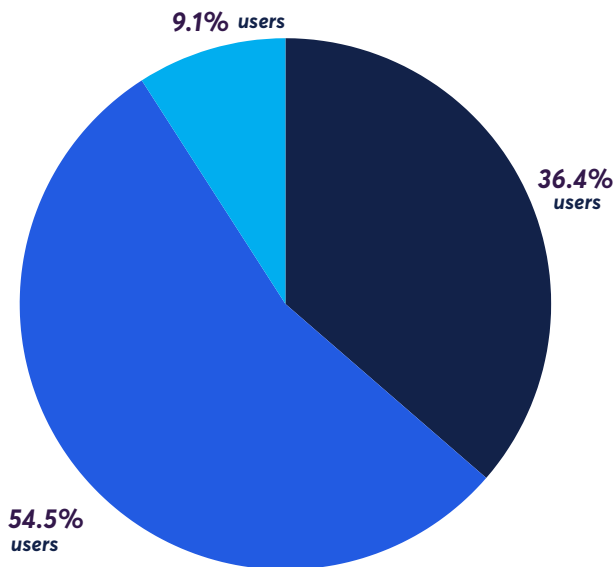
ROI 10x

High return on investment for improved tender tools & capabilities - 10x in the first year, **scaling up to 40x over 5 years.**

Tender Visibility increase after implementation of Tender Central

Tender Visibility

-  Up to 20%
-  20-50%
-  80-100%



Survey results from a global pharmaceutical / medical device company across multiple European countries

How we do it

Technology & Software Solutions

- AI-powered tender discovery & management with advanced data processing
- **Tender Central: An end-to-end tender management & collaboration system, pre-loaded with relevant market data & intelligence for your specific portfolio.**
- A tender pricing tool to optimize pricing strategies

Tender Data & Insights

- High accuracy & coverage, comprehensive tender data: Notices, awards, values, customers, award criteria.
- Market & competitive intelligence information & trends
- AI-powered extraction of key tender details for actionable insights
- Net pricing information

Tender Expertise

- Deep understanding & experience of Life Sciences tendering
- Proven track record with leading Pharma & MedTech companies.
- Streamlined processes for efficient tender management