



Sales and Territory Management Solution for Pharmaceutical Manufacturers

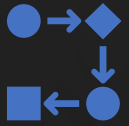
Core Component of  **PharmaInsights** Platform

PALAK PATEL

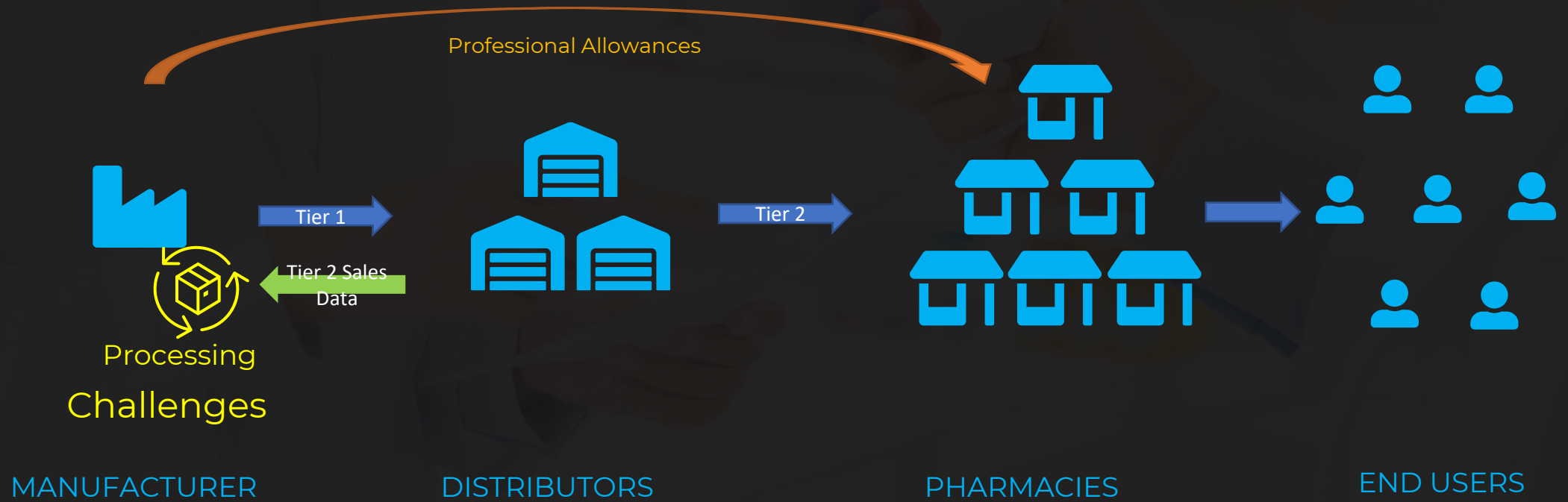
Q1 2021



THE PROCESS



The Pharma Sales Channel



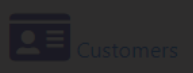


Sales and Territory Management Challenges

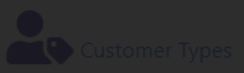
SALES AND TERRITORY MANAGEMENT CHALLENGES FOR PHARMA MANUFACTURERS

- Keeping track of your product sales at each of the pharmacies – As products are indirectly distributed to pharmacies through distributors or wholesalers and data received from various distributors are in variety of formats
- Challenges associated with paying Professional Allowances
 - Maintaining complex PA (Professional Allowance) rate structures
 - Issuing PA payments in a timely manner
 - Paying PA accurately and as agreed
 - Maintain regulatory compliance with provincial legislations
 - Maintain transparency with Pharmacies
- Challenges associated with paying Commissions to Sales Representatives
 - Maintain commissions rate structures
 - Maintain transparency with Sales Reps
- Challenges associated with maintaining special pricings, marketing agreements and special arrangements
- Current solution to support these challenges include proliferation of worksheets – Not a single source of truth, chances of human errors and frustration with the overall process

Manage Customers and Sales Reps



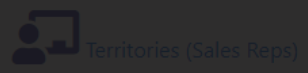
Manage Customers. Customers are also referred as Tier 2 Customers or Pharmacies.



Manage Customer Types. Customer Types help classify customers.



Manage Zones. Sales Reps (Territories) can classify customers as per their own unique needs.



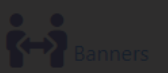
Manage Territories. Territories are Sales Representatives.

Our Solution

Manage Buying Groups (Banners)



Manage Master Banners or Buying Groups. Master Banners are grouped together.



Manage Banners. Banners are used to group related products.



Manage Secondary Affiliations. Secondary Affiliations are used to track related products.

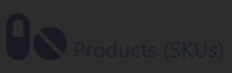


PharmaSMS

Manage Product



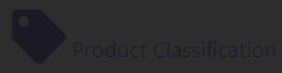
Manage Product Groups (Molecules). Define whether the Spend Rate Management should be done at Product Group (Molecule) or Product (SKU) Level. Assign Product Classes to Product Groups (Molecules).



Manage Products or SKUs. Assign Product Classification to Products (SKUs). Define and Manage Product Pricing and COGS.



Manage Product Classes. Product Classes are used to classify Product Groups (Molecules).



Manage Product Classifications. Product Classification is used to classify Products (SKUs). Classification helps with reporting.

Sales and Territory Management Solution for Pharmaceutical Manufacturers

PharmaInsights

- Solves many challenges around Sales and Territory Management
- Digitizes Sales and Territory Management processes for Pharmaceutical Manufacturers
- Compliments existing ERP, CRM and other systems of records
- Consists of multiple solutions catering Sales & Territory Management needs of Pharmaceutical Manufacturers.



PharmaSMS

- Sales & Professional Allowance and Commissions Management System
- Digitizes the Sales and Territory Management processes
- Eliminates the challenges associated with management of Tier 2 (Distributor to Pharmacy) sales, management of professional allowance and commission management



PharmaAnalytics

- Intelligent Analytics, Reporting and Dashboarding solutions built upon Microsoft PowerBI platform.
- Enables Pharmaceutical manufacturers gain insights into the Tier 2 Sales Environment like never before
- Either builds upon PharmaSMS or your existing data sources.



PharmaAdvantage

- A solution utilizing our proprietary algorithms and the market and industry data to detect favorable market condition that recommends to trigger adjustments to professional allowance rates to optimize the bottom line



PharmaForecast

- A planning and budgeting tool for marketing and sales departments for Pharmaceutical Manufacturers.
- Using the historical Tier 2 sales data from PharmaSMS, it derives and calculates the sales target to individual customer level in product quantity and amounts



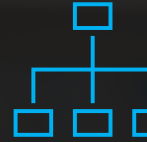
PharmaSMS – Solution Overview



Provides solution to manage your sales data



- Distributors
- Incoming sales transaction file formats
- FFS (Fee For Services) rate structures
- Customer and Product mappings



- Your sales organization hierarchy
- Pharmacies & affiliations
- Buying Groups and hierarchies



- Brands, Product (Molecules and SKUs)
- Product Classifications for reporting and analytics

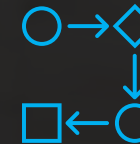
Provides you a platform for managing complex rate structures



- Manage complex PA and Commission Rate Structures



- Store sales transactions from distributors centrally in normalized format



- Workflows to facilitate and control changes in PA Rates and making payments

Calculate and Pay



- Calculate, process and pay Professional Allowances timely, transparently using workflows that works best for your requirements

Report and meet compliance requirements



- Transactional Reporting
- Provides a solid base for PharmaAnalytics



- Maintain regulatory compliance with PA Payments



PharmaSMS – Features 1

Manage Sales Data



DISTRIBUTORS

- Manage Distributors, Fee for Services (FFS) rate structures
- Define and Manage Distributor Sales Transactions File Formats
- Customer and Product Mappings



PHARMACIES

- Maintain database of Pharmacies (your Tier 2 customers).
- Associate customers with territory and zones.
- Maintain marketing agreements with customers.
- Manage secondary affiliations.



PRODUCTS

- Maintain molecules (Product Groups) and SKUs (Products).
- Manage Default Professional Allowance Rates at either Molecule or SKU level.
- Classify products using Product Classes at Molecule level or Classify products using Product Classification at SKU level.
- Maintain per province pricing at SKU level.
- Maintain COGS at SKU Level.
- Maintain history of changes in Pricing and COGS.



SALES ORGANIZATION

- Define and maintain Sales Territories and their hierarchy. Define and manage zones per territory.



BUYING GROUPS

- Maintain Master Banners and Banners (Buying Groups). Maintain net pricing and corporate products.



PA PAYMENT

Professional Allowance payments types can be defined and customized to suit your requirements. Cheques, Drafts, Gift Certificates and more....



PharmaSMS – Features 2

Manage Complex Rate Structures



PROFESSIONAL ALLOWANCE RATE STRUCTURES

- Maintain PA Rates at a granular level, at per Customer per Molecule and/or per Customer per SKU level.
- Bulk rate update feature to update PA Rates based on number of different criteria. Criteria include multiple selection of customers, banners, products (SKUs), molecules, territories and any combination thereof.
- Sales Reps can change the PA Rates for their own customers.
- What-if Scenarios for understanding impact of rate changes at a customer level
- Approval Workflows include auto approval of PA Rate changes if they are below Maximum spend rate defined in the system OR to send for an approval from manager OR customizable as per your requirements.



COMMISSION RATE STRUCTURES

- Maintain commission rates at a granular level, at per Customer per Molecule and/or at per Customer per SKU level.
- Apply Commission Rates either on Gross Sales or Net Sales depending upon your requirements.
- Bulk rate update feature to update commission rates based on number of different criteria. Criteria include multiple selection of customers, banners, products, molecules, territories and any combination thereof.



PharmaSMS – Features 3

Consolidate and Manage Tier 2 Transactional Data



DISTRIBUTOR FILE MAPPINGS

- Map Distributor data files to PharmaSMS's normalized transaction format.



LOAD AND CONSOLIDATE SALES TRANSACTIONS

- Load Distributor Transactional Data Periodically (monthly) Apply Commission Rates either on Gross Sales or Net Sales depending upon your requirements.



MAP CUSTOMERS AND PRODUCTS INTERACTIVELY

- Interactively map distributor's customers and product codes to manufacturer's customer and product codes while importing sales transactions into PharmaSMS



MAINTAIN MAPPINGS

- Store mappings of customer and product codes between distributors and manufacturer's respective codes to significantly reduce efforts for data loads for subsequent periods.



TRANSACTION REPOSITORY

- Store Sales Transactions in the system for variety of purposes including Calculation of Professional Allowance, Commissions, Net Sales, Gross Margin and variety of reporting and analysis purposes



PharmaSMS – Features 4

Calculate Eligible PA Payments



CALCULATE

- GNM Calculations: Calculate Gross Sales, Net Sales and Margins
- PA, OCT, FFS Calculations: Calculate PA (Spend) Amount to customers on a monthly basis using the PA Rates and other specifics.
- Commission Calculations: Calculate Commissions Amount for Sales Reps on a monthly basis as per your specific requirements.

Process Payments



PROCESS PAYMENTS

- Automatically generate PA payment transactions.
- Sales Rep can manually add PA Payment transaction
- Automatic approve of PA Payment Transactions based on criteria
- Approval Workflows for PA Payment Transactions that are not qualifies for Automatic approvals.



GENERATE PAYMENTS

- Automatically generate commission payment transactions



INTEGRATE WITH YOUR PAYMENT PROCESSING SYSTEMS

- Integrate with your existing payment processing system



PharmaSMS – Features 5



Reporting



SALES REPORTING

- Sales Reports by Customer, Molecule, SKU
- Trending and Ranking Reports
- Summary Reports
- Variety of reporting to represent Sales, PA and Commission; user can view reporting by customer, molecule, product, territory and classifications.
- Reports for Reps and Customer to support the Sales and Spend



PA AND COMMISSION REPORTING

- Spend Reports by Customer, Molecule, SKU, Territory, Banner, Period and any combination thereof.
- Spend Verification Report to distribute to customers
- Reports for Reps and Management for commissions.



REGULATORY REPORTING

- Variety of reports designed to help you meet Regulatory requirements



CUSTOM REPORTS

- Customization existing reporting or addition of new reporting available through our Consulting Services



ANALYTICS

- For Advanced Reporting, Business Intelligence, Dashboards and KPI, checkout our solution

 **PharmaAnalytics**



PharmaSMS – Features



Security

- Role Based Access Control to Features
- Scope based data access



Compliance

- Keeps and stores audit Records for all user actions
- Maintains history for PA & Commission rate changes



Integration

Interfaces with your existing systems

- ERP
- CRM
- Payment Processing

Designed for



Deployment

- Hosted in Microsoft Azure
- On-Premise Deployment Options available



Scalability

- Scales as you business grows
- Scales as per your performance requirements



Licensing

Pricing Models include

- Perpetual (CAPEX)
- Annual or Monthly Subscription by usage (OPEX)



PharmaSMS is a Proven Solution



EXPERIENCE

15+ Years

- 15 Years in the development and enhancement of PharmaSMS
- Domain Expertise working with large pharmaceutical manufacturing companies
- Extensive experience with relevant workflows and processes

CONSULTING & SUPPORT


- Consulting and Implementation Services that suits your environment and requirements

CUSTOMIZATIONS

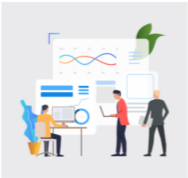
- While our solution has evolved over years and generalized to suit most organizations, we recognize that each organization is unique. We customize the solution to meet your unique needs.



PharmaSMS Demo



PharmaSMS

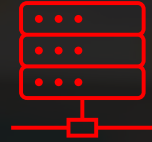


Remember me

Login

SQLSquare

Hosting & Licensing



ON-PREMISE

HOSTING

- Hosted by your IT in your on-premise data center

ROLE OF YOUR IT

- Hosted in your on-premise data center
- Your IT Dept manages the servers hosting the application and database
- Any application updates are provided by us but performed by your IT

LICENSING COST

- On Time Upfront cost for Licensing
- Maintenance paid annually (monthly payment terms also available)

ADDITIONAL COSTS

- Server Hardware and Software Cost for Server Software (Windows and SQL Server)



MANAGED HOSTING

HOSTING

- Hosted and managed by us in Microsoft Azure

ROLE OF YOUR IT DEPT

- None except providing network access

LICENSING COST

- Subscription – Monthly or Annually
- Subscription Cost derived based on features and users and data volume

ADDITIONAL COST

- All Inclusive single subscription



PharmaAnalytics

Sales and Territory Management Analytics Solution for Pharmaceutical Manufacturers

Powered by  **PharmaInsights** Platform

PharmaInsights

- Solves many challenges around Sales and Territory Management
- Digitizes Sales and Territory Management processes for Pharmaceutical Manufacturers
- Compliments existing ERP, CRM and other systems of records
- Consists of multiple solutions catering Sales & Territory Management needs of Pharmaceutical Manufacturers.



PharmaSMS

- Sales & Professional Allowance and Commissions Management System
- Digitizes the Sales and Territory Management processes
- Eliminates the challenges associated with management of Tier 2 (Distributor to Pharmacy) sales, management of professional allowance and commission management



PharmaAnalytics

- Intelligent Analytics, Reporting and Dashboarding solutions built upon Microsoft PowerBI platform.
- Enables Pharmaceutical manufacturers gain insights into the Tier 2 Sales Environment like never before
- Either builds upon PharmaSMS or your existing data sources.



PharmaAdvantage

- A solution utilizing our proprietary algorithms and the market and industry data to detect favorable market condition that recommends to trigger adjustments to professional allowance rates to optimize the bottom line



PharmaForecast

- A planning and budgeting tool for marketing and sales departments for Pharmaceutical Manufacturers.
- Using the historical Tier 2 sales data from PharmaSMS, it derives and calculates the sales target to individual customer level in product quantity and amounts



PharmaAnalytics - Features



General



DATA SOURCES

- Target PharmaSMS Database (no transformations required)
- Capability to connect to non-SMS Databases

Slice and Dice



SLICE AND DICE

- Rich Multi-select filters & sliders
- Filters and Slicers retain values between dashboards and Reports
- Slice and Dice by Date, Customers, Territory, Distributor, Banners and much more..
- Drilldown
- View Reports & Dashboard on a Map

Integration



PHARMASMS INTEGRATION

- Connects to PharmaSMS Data Source
- Accessible within PharmaSMS Application, PharmaSMS and PharmaAnalytics becomes a single integrated solution

Customization



CUSTOMIZABLE

- Customizable Reports, Can easily add new reports and dashboards



PharmaAnalytics

Demo

OUTLET REPORT MATRIX

Sales by Customer Report. Select Customer and Range of Periods and Analyze Sales.

Year, Quarter, Month: 2019

Territory: Search: <Unassigned>, Alex Milkman, Amy Smith, Bob Pearson

Customer: Search: LOBLAWS INC EF4626 RX DSP, LOBLAWS INC EF4627 RX DSP, LOBLAWS INC EF4980 RX DSP, LOBLAWS INC EF4982 RX DSP

Molecule	Qtr 1	Qtr 2	Qtr 3	Qtr 4	Total
ATENOLOL	1,067,804.10	1,029,049.05	1,066,184.20	1,025,751.39	4,188,788.75
ATENOLOL 100 MG 100 BOTTLE	86,646.08	93,177.97	98,802.41	92,260.30	369,886.66
ATENOLOL 100MG BUSTER 10X3	30,010.52	28,739.89	31,698.53	30,201.27	120,650.31
ATENOLOL 100MG BOTTLE 500	507,374.71	485,409.95	508,893.99	475,247.43	1,976,926.08
ATENOLOL 25 MG 100 BOTTLE	53,976.67	50,677.12	56,216.78	54,907.93	215,778.50
ATENOLOL 50 MG 100 BOTTLE	60,494.60	59,675.01	60,000.08	61,018.00	241,190.69
ATENOLOL 50MG 500 BOTTLE	299,211.12	294,300.37	293,422.48	293,026.67	1,179,960.64
ATENOLOL 50MG BUSTER 10X3	18,990.40	17,074.64	17,144.93	18,089.89	70,399.86
CIPROFLOX	1,322,732.24	1,337,349.16	1,341,340.21	1,317,630.80	5,323,052.51
CIPROFLOX TAB 250MG 100 BOTTLE	246,432.99	263,846.58	253,270.64	249,956.22	1,017,506.43
CIPROFLOX TAB 500MG 100 BOTTLE	289,299.55	287,902.86	292,986.67	274,474.67	1,144,663.75
CIPROFLOX TAB 750MG 100 BOTTLE	535,388.00	518,475.96	536,193.20	523,300.69	2,113,357.85
CIPROFLOX TAB 750MG 50 BOTTLE	259,611.80	267,124.66	262,899.70	269,279.22	1,058,905.38
CITALO	690,721.96	719,456.36	723,074.93	671,686.78	2,804,940.03
CITALO 20 MG 100'S	92,634.82	101,918.53	100,706.06	96,174.39	391,433.80
CITALO 30 MG 500'S	500,226.91	517,239.36	518,699.95	471,986.41	2,007,743.53
CITALO 40 MG 100'S	97,860.23	100,298.57	103,677.92	103,925.88	405,762.70
IRBESARTAN	1,665,471.99	1,657,254.82	1,666,102.68	1,654,524.50	6,637,353.93
IRBESARTAN TAB 150 MG 100 BOTTLE	129,325.16	124,930.02	134,172.45	123,668.81	512,106.44
IRBESARTAN TAB 150 MG 500 BOTTLE	673,118.40	621,966.80	629,665.75	658,221.10	2,582,972.05
IRBESARTAN TAB 300 MG 100 BOTTLE	124,526.46	124,196.77	122,173.36	132,564.38	503,460.97
IRBESARTAN TAB 300 MG 500 BOTTLE	611,849.90	609,882.80	645,460.05	616,300.65	2,533,493.40
IRBESARTAN TAB 75 MG 100 BOTTLE	126,642.01	126,278.43	126,631.07	127,769.56	507,321.07
RANITIDINE	1,331,904.53	1,317,599.56	1,334,994.18	1,351,373.79	5,335,872.06
Total	8,866,440.69	8,911,775.41	8,862,940.23	8,721,096.45	35,362,252.79

Listing Reports

- Customers →
- Banners →
- Products →
- Pricing →
- Pricing & Cost →
- Distributors →
- Territories →

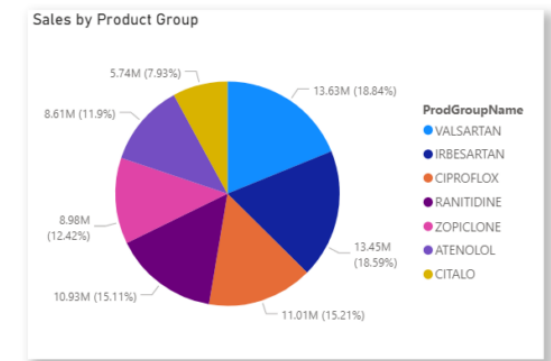
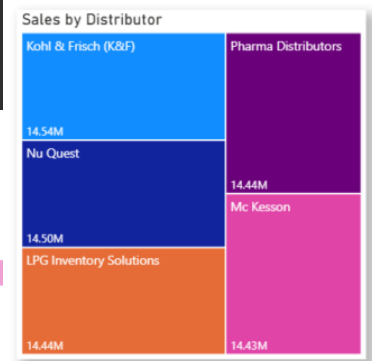
Sales Reports

- Outlet Report →
- Outlet Report Matrix →
- Trending Report →
- Trending Report (Qty) →
- Sales (Map) →
- Summary by Distributor →
- Summary by Banner →
- Summary by Customer →
- Trending Customer Matrix →
- Trending Product Matrix →
- Dashboard →
- Analyzer →

PA (Spend) Reports

- PA Rate Report →
- Max Rate Molecule →
- Max Rate SKU →
- Sales and PA Summary →
- Sales and PA Analyzer →
- Profitability Analyzer →
- Margin Trend →

PharmaAnalytics Sales by Product Group / Distributor



Sales
72.34M
LineTotal



PharmaAdvantage

Optimize PA Payments based on Market Conditions

Powered by



PharmaInsights Platform

PALAK PATEL

Q1 2021



PharmaInsights

- Solves many challenges around Sales and Territory Management
- Digitizes Sales and Territory Management processes for Pharmaceutical Manufacturers
- Compliments existing ERP, CRM and other systems of records
- Consists of multiple solutions catering Sales & Territory Management needs of Pharmaceutical Manufacturers.



PharmaSMS

- Sales & Professional Allowance and Commissions Management System
- Digitizes the Sales and Territory Management processes
- Eliminates the challenges associated with management of Tier 2 (Distributor to Pharmacy) sales, management of professional allowance and commission management



PharmaAnalytics

- Intelligent Analytics, Reporting and Dashboarding solutions built upon Microsoft PowerBI platform.
- Enables Pharmaceutical manufacturers gain insights into the Tier 2 Sales Environment like never before
- Either builds upon PharmaSMS or your existing data sources.



PharmaAdvantage

- A solution utilizing our proprietary algorithms and the market and industry data to detect favorable market condition that recommends to trigger adjustments to professional allowance rates to optimize the bottom line

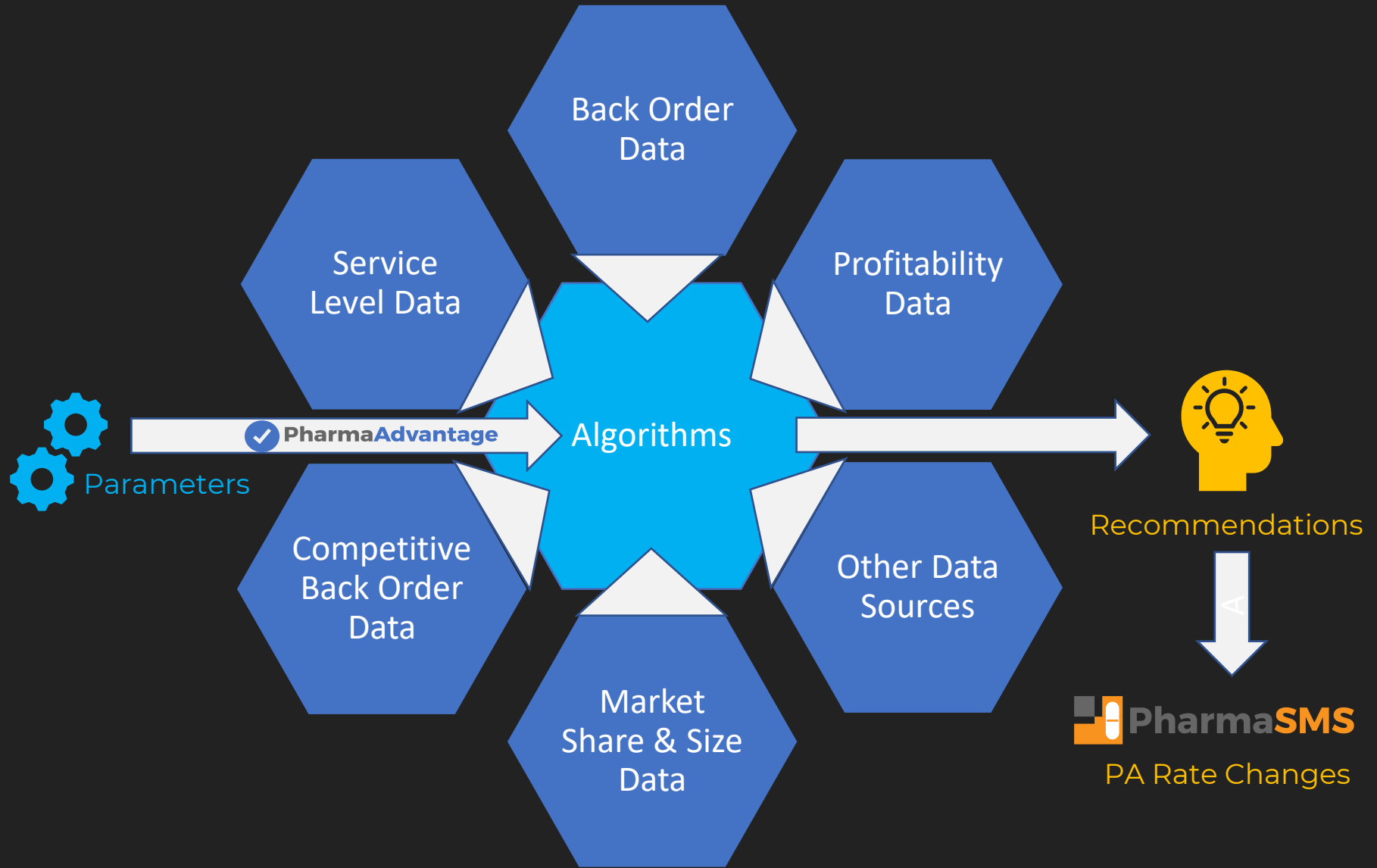


PharmaForecast

- A planning and budgeting tool for marketing and sales departments for Pharmaceutical Manufacturers.
- Using the historical Tier 2 sales data from PharmaSMS, it derives and calculates the sales target to individual customer level in product quantity and amounts



PharmaAdvantage – Overview





PharmaAdvantage - Features



Data Management Features



DATA IMPORTS

- Capability to Interactive and Batch load data sets
- Mapping Features for importing data
- Data Sets include Backorder Data, Competitive Backorder Data, Market Size and Share Data, Service Level Data, Profitability Data
- Capability to fetch profitability data from PharmaSMS

Run Process



PROCESS

- Define and refine parameters for Algorithm
- Run Algorithm

Recommendations & Actions



REVIEW RECOMMENDATIONS

- Review recommendations generated by the Algorithm



INTEGRATE WITH PHARMASMS

- Integrates with PharmaSMS
- Automatically update PharmaSMS to adjust PA Rates



Ready?
Let's Plan a Workshop



PharmaForecast

Sales Planning and Forecasting Tool for Pharmaceutical Manufacturers

Powered by  **PharmaInsights** Platform

PALAK PATEL

Q1 2021



PharmaInsights

- Solves many challenges around Sales and Territory Management
- Digitizes Sales and Territory Management processes for Pharmaceutical Manufacturers
- Compliments existing ERP, CRM and other systems of records
- Consists of multiple solutions catering Sales & Territory Management needs of Pharmaceutical Manufacturers.



PharmaSMS

- Sales & Professional Allowance and Commissions Management System
- Digitizes the Sales and Territory Management processes
- Eliminates the challenges associated with management of Tier 2 (Distributor to Pharmacy) sales, management of professional allowance and commission management



PharmaAnalytics

- Intelligent Analytics, Reporting and Dashboarding solutions built upon Microsoft PowerBI platform.
- Enables Pharmaceutical manufacturers gain insights into the Tier 2 Sales Environment like never before
- Either builds upon PharmaSMS or your existing data sources.



PharmaAdvantage

- A solution utilizing our proprietary algorithms and the market and industry data to detect favorable market condition that recommends to trigger adjustments to professional allowance rates to optimize the bottom line



PharmaForecast

- A planning and budgeting tool for marketing and sales departments for Pharmaceutical Manufacturers.
- Using the historical Tier 2 sales data from PharmaSMS, it derives and calculates the sales target to individual customer level in product quantity and amounts



PharmaForecast - Features



All in one budgeting tool



ALL IN ONE

- PharmaForecast is an all-in-one Sales Planning and Budgeting Tool.
- PharmaForecast streamlines sales planning processes for Pharmaceutical Manufacturers.

Define Sales Targets



PROCESS

- Set Sales Target by Direct (Tier 1, Distributors) Customers or indirect (Tier 2, Pharmacy) Customers
- Set Sales Targets by Molecules (Product Groups) and SKUs (Products)
- Build Practical Sales Targets : Allows your sales managers and Sales Rep to effectively contribute on the sales planning process. This leads to build practical budget and forecasts.

Track your progress



REVIEW RECOMMENDATIONS

- Compare Targets Vs Actuals throughout the year. (Requires PharmaSMS)



**Ready
Let's Plan a Workshop**



Your Trusted Digital Transformation Partner

PALAK PATEL

Q1 2021



About SQLSquare Inc.



- We offers services and solutions that enables our customers in their Digital transformation journey.
- Privately held, founded in 2006, and initially focused in development of a Sales Management System (SMS) for Pharmaceutical manufacturers, SQLSquare develops and markets solutions for Pharmaceutical Manufacturing companies.
- Over the years, SQLSquare have evolved into a preferred consulting and software development partner for businesses of all sizes in their Digital Transformation Journeys.



VISION

Become a trusted digital transformation partner by providing solutions that deliver desired outcomes for our customers.



OUR WAY

Teamwork

We combine our strengths and diversity to drive success for our customers and for ourselves. We partner with our customers and suppliers.



Trust and Commitment

Our communication with each other is clear, timely, honest and accurate. We take pride in our achievements and celebrate our successes. Our performance culture allows us to anticipate and meet our customers' requirements with speed, agility and flexibility. We deliver on our promises with integrity, respect and quality.



Creativity

We challenge the norms. We strive for innovation in everything we do.



Quality

We strive for excellence through continuous improvement.

Solutions & Services for Digital Transformation



CLOUD SOLUTIONS

- Cloud Strategy
- Readiness & Maturity Assessments
- IaaS
- Proof of Concepts
- Cloud Governance and Cost Optimization
- SaaS Adoption
- Migrating workloads to Cloud



AGILE SOFTWARE DEVELOPMENT

- Cloud Native Application Development
- Web Application Development
- Mobile Application Development
- Application Modernization
- Proof of Concepts



DATA AND ANALYTICS

- Data Discovery, Analysis and Interpretation
- Data Modeling
- Data Warehousing and Data Marts
- Data Visualizations
- Self Service BI
- IoT and Big Data



STRATEGY AND ARCHITECTURE

- Digital Strategy
- Cloud Strategy
- Cloud Native Architecture



DEVOPS

- DevOps Practice Implementation
- Azure DevOps Implementation



SMBCloud

- Turnkey Cloud Solution for Small and Medium Enterprises
- Run your business from Cloud with minimal on-premise infrastructure



Cloud Strategy

We help you navigate any or all facets of the cloud landscape. We help identifying opportunities and create strategy for Cloud, one of the most significant enabler for digital transformation. We help you create cloud strategy and establish an execution roadmaps.



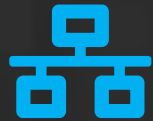
Readiness Assessment

We perform assessment for overall cloud readiness or for a specific workload. We help you identify workloads (applications) that are suitable for migrate to cloud.



Maturity Assessment

We help you assess your cloud maturity based on the cloud use, penetration, capabilities, skills and governance. This helps leaders understand and strategize the next steps.



Cloud IaaS

We offer extensive services in architecture, designing, planning and implementation for your journey to leverage Infrastructure as a Service in the cloud with your preferred provider.



Cloud PoC

Try it out before you commit. We offer extensive Proof-of-Concept services to prove the concept before you commit to cloud for running your workloads



Cloud Governance

We offer services to optimally govern your cloud usage. We help you set Governance and compliance model for your cloud implementations.



Cost Optimization

We offer services to implement consumption monitoring, perform cost analysis and help you optimize the cost. We recommend and help you implement architecture changes for your applications to optimize running cost.



SaaS Adoption

We offer services to analyze your current application(s). We provide you with possible SaaS alternatives. We help you shortlist and evaluate the shortlisted solutions and choose a right SaaS solution and help you implement to SaaS solution.



Cloud Migration

We offer a wide range of Cloud migration Services, where it is "Lift-and-Shift" and "Modernizing your workload".

SQLSquare



Discovery, Analysis and Interpretation

We help our clients discover, analyze and interpret data enabling them to better navigate any and all facets of the digital landscape and deliver tangible business results.



Data Modeling

Our consultants help enterprises do more with their data. We analyze various data & information sources and help build data models that let enterprises do more with their data by creating strategic digital solutions that deliver tangible business results.



Data Warehousing and Data marts

We assist enterprises with navigating their data needs and create strategic operational solutions (Data Warehouse and Data Marts).



Data Visualizations

We help visualize your data and provide actionable insights.



Self Service BI

We help set up self-service Business Intelligence solutions to drive data driven decision making in your organization that delivers tangible results.



IoT and BigData

We help you create innovative digital solutions using Sensor (IoT) Data.



Cloud Native Apps

Cloud Native

We build cloud-native microservices based, containerized /Net applications using Azure Container Services (ACS) to improve portability, scalability, and maintenance. Engineers at SQLSquare ensure high availability, fault tolerance, stable performance with zero downtime, and data security by deploying applications with Azure Cloud Services.



Application Modernization

Make a strategic shift, add new life and value to your aging applications.

We bring a strategic shift by delivering a brand-new life for business-critical legacy monoliths. We deliver application modernization with minimum or zero downtime, while satisfying your business requirements including uptime, scalability, resilience, performance, cost of support, maintainability, infrastructure utilization. We take care of application modernization so that your internal team can focus on what is most important to them.



Proof of Concepts

Want to try before committing?

We work with you and build a MVP (Minimal Viable Product) using Low to No-code application building tools to ensure the viability of the product prior to building a full-blown product. This eliminates risk and provides you with insightful feedback before committing.

We provide wide range of Proof-of-Concept services. Check out the our [Cloud Proof of Concept services](#).



Category

- Methodology
- Front End UI and Responsive Frameworks
- Programming
- Application Servers
- RDBMS
- DevOps Tools
- Business Intelligence & Analytics
- CMS
- Mobile
- Low-Code

Tools

- Agile, Scrum, DevOps
- HTML5, JavaScript, Bootstrap, JQuery, Angular JS
- .NetFramework, MVC, Entity Framework, Web Forms, WCP, WPF, C#, VB
- IIS, Azure App Services
- SQL Server, Oracle, MySQL
- Azure DevOps, JIRA, Jenkins
- Data Warehouse, ETL, Dashboards, KPI, OLAP, Analytics, Reporting, SQL Server, PowerBI
- SharePoint, WordPress
- Android, iOS
- PowerApps, Power Platform



DevOps Practice Implementation Services

DevOps Practice Implementation Services

Accelerate your DevOps Adoption

Our services are focused on implementing one or more of the following DevOps Practices within your development team(s).

- Continuous integration and continuous delivery (CI/CD)
- Version Control
- Agile software development
- Infrastructure as code
- Configuration management
- Continuous monitoring

Read more about these [DevOps Practices](#).



Azure DevOps Implementation Services

Azure DevOps Implementation

Accelerate your DevOps Adoption with a single comprehensive solution and our services

We help you implement various Azure DevOps components with our expertise and industry best practices.

- Boards
- Repos
- Pipelines
- Artifacts
- Test Plans

PharmaInsights Platform



PharmaInsights

- Solves many challenges around Sales and Territory Management
- Digitizes Sales and Territory Management processes for Pharmaceutical Manufacturers
- Complements existing ERP, CRM and other systems of records
- Consists of multiple solutions catering Sales & Territory Management needs of Pharmaceutical Manufactures.



- Sales & Professional Allowance and Commissions Management System
- Digitizes the Sales and Territory Management processes
- Eliminates the challenges associated with management of Tier 2 (Distributor to Pharmacy) sales, management of professional allowance and commission management



- Intelligent Analytics, Reporting and Dashboarding solutions built upon Microsoft PowerBI platform.
- Enables Pharmaceutical manufacturers gain insights into the Tier 2 Sales Environment like never before
- Either builds upon PharmaSMS or your existing data sources.



- A solution utilizing our proprietary algorithms and the market and industry data to detect favorable market condition that recommends to trigger adjustments to professional allowance rates to optimize the bottom line



- A planning and budgeting tool for marketing and sales departments for Pharmaceutical Manufacturers.
- Using the historical Tier 2 sales data from PharmaSMS, it helps derives and calculates the sales target to individual customer level in product quantity and amounts