

IQVIA Contract Sales and Medical Solutions

An Extension of Your Staff... A Boost to Your Success

Your Challenge

PEOPLE SOLUTIONS TO OPTIMIZE YOUR COMMERCIAL AND MEDICAL STRATEGIES

Healthcare is in a constant state of innovation and advancement. Getting your product to patients quickly requires assembling a highly trained team and reaching the right healthcare providers.

Competition for talent doesn't have to stand in your way. IQVIA offers Contract Sales and Medical Solutions to provide new capabilities and free up resources for more innovation. Through CSMS you can build and deploy a contract sales and/or medical team that reaches the physicians and patients you want and that is scalable to changing market dynamics.

WAYS TO USE IQVIA TALENT

- Promote a launch
- Support switch to a new market
- Defend mature brands
- Fill temporary vacancies
- Boost underperforming territories
- Open up advancement opportunities for in-house team
- Coach your existing team

The Solution

IQVIA's Contract Sales and Medical Solutions (CSMS) give you a cost-effective way to respond to changing workloads and staff resources without adding to your fixed costs. You can maintain the perfect balance between what you need and what you have by tapping our validated talent pool.

IQVIA's CSMS approach enhances operational and cost efficiencies, enables access to new capabilities through innovation and helps organizations maximize their value through an evolving commercial model. Our local presence, global expertise, extensive experience & expansive proprietary knowledge and data make us uniquely positioned to support healthcare around the globe.

Our seamless, integrated approach draws on the breadth of IQVIA capabilities to:

- Analyze your go-to-market plan to ensure that it is optimized
- Target and segment your audience
- Execute against the plan
- Monitor and measure the effort

IQVIA's qualified resources are ready when you need them. Their experienced profiles match your needs and they quickly become immersed in your challenges and dedicated to helping you achieve your goals.



WE OFFER FOUR LEVELS OF SUPPORT FOR THE DURATION THAT SUITS YOU:

DEDICATED SOLUTIONS	IQVIA staff are assigned to work exclusively for you in support of your portfolio.
SHARED SOLUTIONS	Members of a preconfigured team support several, non-competing companies.
FLEX SOURCING SERVICES	Qualified talent at the ready when you need to ramp up a salesforce, fill an unexpected vacancy or complete a rush project.
PATIENT ENGAGEMENT SERVICE	<p>We can help you better cater your products and services to meet the patient's needs and let them improve the understanding of their disease, treatment and therapy challenges.</p> <p>Our CSMS team blends over 20 years of experience with a commitment to ongoing innovation. We have a track record of success in product launches and product sales precisely because we continue to develop new approaches to accelerate business transformation</p>





The Result

This flexible way to meet fluid staffing requirements and needs for changing skills helps you successfully realize your sales and marketing plan. Our team's responsiveness, professionalism, and efficiency will:

- **Deliver instant productivity.** No need to wait for new staff to complete the learning curve. Our talent pool is always ready to go.
- **Bring innovative, multi-channel marketing approaches.** Our teams are experienced in digitally integrated approaches and typically achieve a higher share of voice compared to competitors.
- **Access best practices and IQVIA intellectual capital.** Our staff have cross-industry experience

and benefit from the full breadth of IQVIA's data, analytical tools, and consulting capabilities behind them.

- **Breathe new life into an underperforming sales force.** Our sales people come without biases and bring new ideas, networks, methodologies, and skills.
- **Accommodate fluid staffing needs.** You can increase or decrease your headcount without impacting your fixed costs.
- Companies that rely on our Contract Sales and Medical Solutions enjoy improved performance and build a best-in-class reputation among their customers.

 <p>More than 3,000 IQVIA placements working in industry since the beginning of our Belgian story</p>	 <p>350 uniquely qualified candidates in pool</p>	 <p>Support up to 55 customers per year</p>	 <p>91% Overall customer satisfaction score in 2018</p>
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Contact our team to discover how IQVIA can help you deliver stronger business growth and patient support

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