



## Appian for Life Sciences

### External stakeholder engagement.

- Ensure adherence to the latest compliance practices.
- Provide document management for proof of service.
- Automate processes to gain approvals and review exceptions.
- Increase speed of delivery.

Every aspect of launching and maintaining a drug in market falls under the regulatory microscope. With the best interests of the patient in mind, regulators want transparency for product marketing activities and stakeholder engagements, to ensure conflicts of interest or improprieties are not present.

The focus then for the organization is on how to best manage engagement activities across lines-of-business, jurisdictions, and geographies, while maintaining a unified control environment for proof of fair value, standardized payments, and strict SOP compliance.

Manual tracking processes and complex legal obligations to maintain full transparency and control can make compliance difficult.

How can life sciences organizations assure stakeholder independence, process transparency, and regulatory compliance?

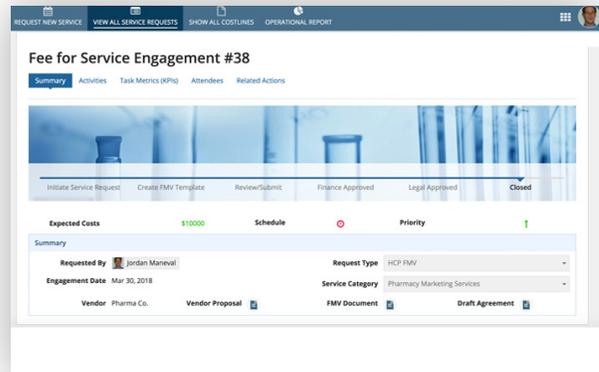
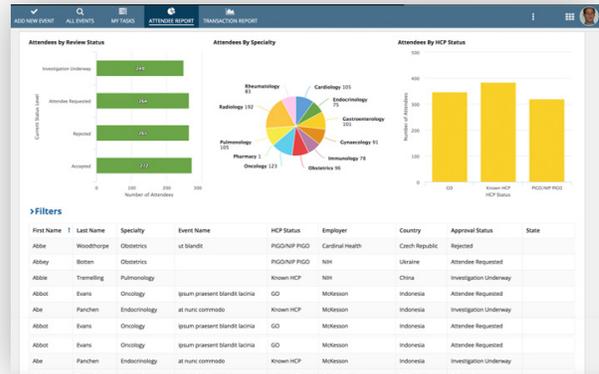
### Meet the challenge.

With Appian, life science organizations gain process control and audibility and decrease approval bottlenecks. Built on the Appian low-code application platform, the External Stakeholder Engagement (ESE) solution can provide:

- Automation to streamline approvals and review outliers.
- Content management to meet ESE requirements.
- Easy implementation for business rules that ensure guidelines are in place for compliance with rules and regulations across the globe.

- Ability to select, validate, tier, and establish fair market value (FMV) for engagement with stakeholders, including exception approvals.
- Interfaces in six different languages to support multi-national implementation and compliance.
- Faster delivery of products to market.

Appian integrates across legacy systems and departmental silos, providing an alternative to traditional full system replacements. Appian also help improve data quality by bridging master data management systems from multiple organizations, including healthcare providers.



## Focus.

The External Stakeholder Engagement application enables life sciences organizations to focus on:

- Effective engagement with external stakeholders, throughout the drug development lifecycle.
- Easy-to-implement business rules that guide and assure compliance.
- Quick approval response and exception review with a uniform set of automated processes.

## Take control.

Using Appian, you can quickly build, deploy, and scale new marketing and medical affairs enterprise applications, including:

- Consumer and patient support hotline.
- Key opinion leader tracking and management system.
- Customer and vendor relations management.
- Launch orchestration.
- Compassionate use.

## Prepare for the future.

The future of the life sciences industry depends on its ability to bring the highest quality products to market quickly and cost-effectively.

It takes speed and power to transform the life science product lifecycle. The Appian Low-Code Platform provides both.

With Appian, organizations can build web and mobile apps faster, run them on the Appian cloud, and manage complex processes, end to end, without limitations.



**We use Appian as a competitive weapon. Some platforms deliver speed and some deliver power, but Appian delivers both in a way that is truly transformational for our global business.**

A leading health information technologies and clinical research company

**For more information, visit [www.appian.com/lifesciences](http://www.appian.com/lifesciences).**