



Appian for Life Sciences

Global contracting, RFP, and tender management.

- Manage roles, responsibilities, and due dates for bid/proposal development.
- Enable collaboration among contributors for multiple concurrent workstreams.
- Identify trends and areas of opportunity in the bid/proposal lifecycle.
- Gain control over contracts, purchase orders, invoicing, and payments.

Life sciences companies rely on outsource partners for multiple aspects of their business. Whether sourcing components of a drug substance, or outsourcing clinical site monitoring to contract research organizations (CROs), organizations are in a constant state of assembling requests for proposals (RFPs), evaluating RFP responses, negotiating contract terms, and processing accounts receivable.

Vendors who wish to partner with these organizations need a way to produce high quality bids under very tight timelines that are not only competitive, but make them stand out from the crowd. Once these vendors win the business, they need a cost-effective method of tracking related contracts, invoices, and payments.

How can organizations excel in the RFP response lifecycle to continually win the best projects with life sciences clients?

Meet the challenge.

With the Appian Global RFP and Tender Management application, vendors wanting to partner with life sciences organizations can streamline and automate processes to effectively manage the RFP response lifecycle.

Whether you need to assign responsibilities and due dates, track statuses, enable collaboration, manage handoffs, or stay on top of contracts and payments—rely on Appian to ensure your company's competitive edge.

Using the Appian solution, life sciences organizations are able to:

- Assign contributors, reviewers, approvers, and due dates to incoming RFPs.
- Shepherd the progress of RFP responses via workflows and reminders.
- Shorten turnaround times and minimize last-minute scrambles to meet deadlines.
- Produce a high quality bid that stands out from the crowd.
- Streamline the tracking of resulting contracts, purchase orders, and payments.



Focus.

The Global RFP and Tender Management application enables life sciences companies to focus on:

- Designing a solution that meets the RFP or tender requirements.
- Managing the staff that contribute to the bid/proposal.
- Developing a compelling proposal that stands out from the crowd.
- Determining a pricing structure that wins the bid and results in a profit.
- Minimizing risk and maximize the impact of the bid/proposal.

Take control.

Using Appian, you can quickly build, deploy, and scale research and development applications, including:

- Centralized site and study monitoring.
- Study start up management.
- Site identification and selection.
- Global contracting RFP and tender management.
- Clinical quality - risk based monitoring.
- Project and workgroup management.
- PMO and product strategy management.

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 RFP/tender management process. 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,

Companies from across the life sciences sector trust Appian:



GRIFOLS



MERCK & CO., INC.
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For more information, visit www.appian.com.