Appian

Use Cases for Life Sciences:
Global Contracts On-Boarding

Enable easy and efficient RFP creation, approval, bidding, selection and contract generation.

CUSTOMER PROFILE
- Large pharmaceutical / bio-tech company
- Over $5 billion in revenue

CHALLENGES
Inefficient process for Clinical Study Managers to create new requests and RFPs for services to be performed by external vendors:

- Lack of standardized processes
- Manual and paper based activities

Contracts and outsourcing groups need better method to support bidding by Clinical Research Organizations
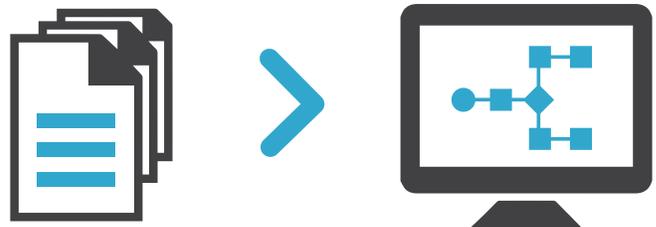
SOLUTION GOALS
- Increase efficiency in completing RFP development and bidding, vendor selection and contract execution
- Gain better visibility in contracts on-boarding
- Standardize and improve processes, measurement, and predictability

RESULTS
- Streamlined end-to-end process from RFP creation to contract execution
- Increased efficiency with notifications and alerts to internal stakeholders and external vendors
- Delivered business value and process metric reports
- Provided a unified view of Service Requests / RFPs, vendor responses and quick comparison for efficient decision making

Cut cycle time 60% or more. Reduce contract on-boarding time while increasing productivity and contract quality with the Appian Platform.

Discovery	Pre-clinical	Clinical Trials			Regulatory Review	Scale-up & Mfg.	Commercial Launch
		PHASE I	PHASE II	PHASE III			PHASE IV

Clinical Operations (& CROs) — **Pharmacovigilance**

Chemistry Manufacturing Controls (CMC)

Regulatory Operations

Appian
Existing Applications

CLINICAL: Site Initiation — Readiness — Effectiveness Study Start Up, "1572", IP (Green Light), Global CRO Contracts, Pre-approval Inspection
— **Clinical**

CMC: High Throughput Experiment Tracking, Global Compound Ordering, LIMS
— **CMC**

REGULATORY: Regulatory Operations, IDMP, e-Submissions & Publishing, Online 510K FDA Review
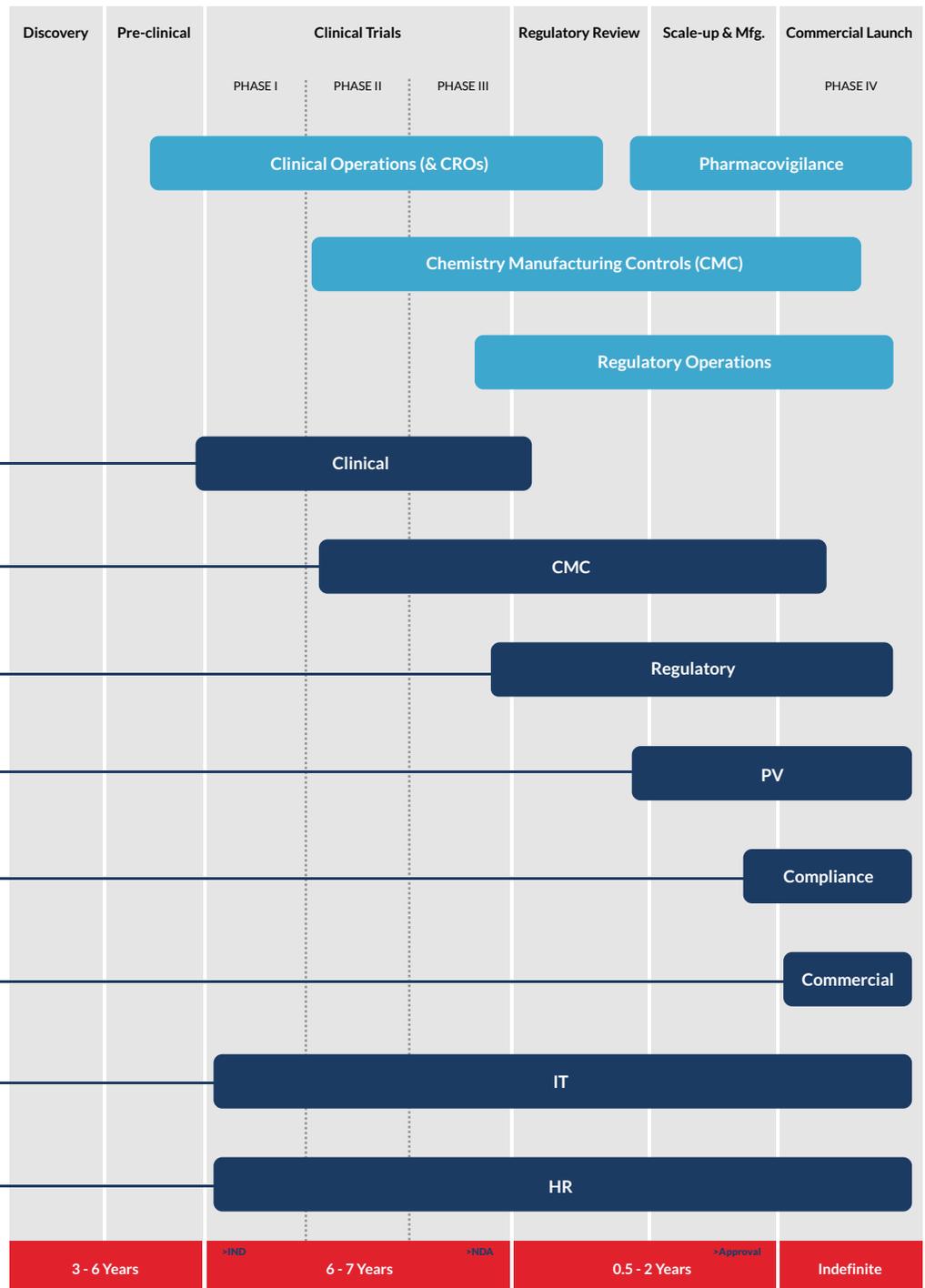— **Regulatory**

PV: Safety Information Management, Safety Signal Tracking
— **PV**

COMPLIANCE: Anti Bribery and Corruption (FCPA), Third Party Intermediaries, Sunshine Act
— **Compliance**

COMMERCIAL: Sales Force Automation, Contracts
— **Commercial**

IT: Asset Management. v. Resources, Statements of Work Management
— **IT**

HR: On Boarding, Recruiting
— **HR**

3 - 6 Years	>IND 6 - 7 Years >NDA	>Approval 0.5 - 2 Years	Indefinite

Appian

Appian delivers an enterprise platform for digital transformation that speeds time to market and value to the patient. Powered by industry leading capabilities, Appian's approach radically accelerates the time it takes to build and deploy powerful, modern applications, on-premises or in the cloud. The world's most innovative life sciences organizations use Appian to revolutionize their customer experiences, transform their operations, and master regulatory compliance.

For more information, visit www.appian.com