

---

# Pharma Contract Management Software Evaluation

## Client Profile

- Our client is a leading investor in expanding technology companies. Mindlance was contracted to perform an assessment of an emerging software vendor in the commercial and government contracting industry.
- Results of the assessment were used to decide if they should provide angel funding to this software company.
- Goals of the assessment were to evaluate potential of this software company, the existing and future state of the market and comparison of potential competitors.

---

## Client Benefits

- Our client has been able to gain a better understanding of the current market, feature/function and technology comparison
- The software company was able to learn high level gaps in their software and organization itself.

## Mindlance Solution

Mindlance was involved in assessing the company in 3 areas:

### Market Assessment

- **Software vs Outsourcing:** an analysis was conducted on how pharma companies of various sizes handle commercial and government contracting. This analysis included a definition of revenue tiers, calculation of the size of each tier and how companies in each tier handle their contracting operations.
- **Competitive Landscape:** a review of the history, current state and future outlook of all competitive software companies was conducted.

### Technical Assessment

- **Organization:** the current structure of their product development and QA teams were analyzed for current state, liabilities, scalability and technical competence.
- **Processes and Documentation:** a review of their SDLC, product management, release schedule and product documentation was conducted.
- **Technology:** an assessment of the current and future technology used was conducted. The following areas were included
  - Back End
    - Database
    - Data model
  - Front End
    - Front end development language
  - Data conversion and integration architecture
  - Alert and notification architecture
  - Customization methodology
  - Reporting architecture
  - Installation landscape

### Product Assessment:

- **Feature/Function:** an in depth review of system functionality was conducted to evaluate the effort required to build required features into the system to strongly compete in the industry.
- **Usability:** overall usability of the system was evaluated to determine ease of use, number of clicks/screens, access to the data