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.

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

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.