Optimize Scientific Intelligence Efforts with *harmony Insights*

Key Features

- Interactive conference catalogs
- Actionable author and presenter lists
- Continuous monitoring of publications, conferences, and trials for scientific interests
- Identification of relevant scientific content
- Automation-tools that streamline team scheduling at conferences
- Structured insights gathering
- Automated scientific debriefs in MS PowerPoint

Key Benefits

- 25% increase in content covered per person per conference
- 200 hours saved per conference per team
- Improvement in scientific insight quality
- $20,000 saved in external spend per conference

harmony Insights **helps teams covering medical & scientific conferences accelerate and improve their scientific intelligence efforts**. It identifies relevant scientific content, highlights medical and scientific professionals with common scientific interests, creates work-plans, gathers structured insights from team members, and generates PowerPoint summaries. *harmony Insights* reduces conference planning and content prioritization time, increases average content coverage per person, improves scientific insight quality, reduces insight communication cycle times, and reduces external spend on conference and competitive intelligence services.

PRODUCT OVERVIEW

harmony Insights combines several components to create an integrated end-to-end solution for teams tracking and assessing scientific content. First, it automatically structures and imports the conference catalog from medical and scientific conference sites, including the full-text of abstracts. Second, based on its patent-pending ontology, *harmony* identifies and scores relevant sessions, abstracts, posters, publications, and trials based on your scientific interests and past assessments of content. In addition, *harmony Insights* also identifies authors and presenters that share your scientific interests and provides the data in an easy-to-use actionable format. Third, it enables your team to simultaneously and collaboratively review, prioritize, and assign content. Fourth, when at a conference, team

members can take structured notes and upload images about posters and sessions. These notes (e.g., insights) are available to the entire team in real-time. And finally, designated team members can automatically generate nicely formatted summary PowerPoint debriefs that aggregate team insights and images.

Orbytel Group Overview

- Founded in 2009
- Exclusively focused on the biopharma industry
- Works with 4 of the top-6 global biopharma companies
- Provides end-to-end services including product setup and configuration, customization, user training, account management, and technical support
- Fully based in the USA

Technology Overview

- Validated secure enterprise technology
- Sophisticated access control
- GDRP compliant
- End-to-end encryption
- Fully web-based, no device installs
- Redundant, fault-tolerant cloud-based architecture
- Consistent with ISO 27001 and ISO 27002

Related Products

- *harmony Meetings*
- *harmony Trials*
- *harmony Forecasts*

BUSINESS VALUE

Biopharmaceutical companies are facing exponential increases in published scientific data, declining staff and resources, and mounting marketplace pressures. And as such, the importance of tracking and assessing the relevancy of scientific and clinical data on clinical and business strategy has never been greater. The traditional methods of manually reviewing data, updating spreadsheets and using various and often disparate ad-hoc email-based processes are slow, error-prone, and do not scale with ever increasing data volume. *harmony Insights* modernizes these processes with a scalable integrated solution that enables teams to easily handle large data volumes, not miss a thing, and improve consistency in their scientific intelligence processes. The result: better scientific insights in less time that support improved decision making in clinical and business strategy.

KEY FEATURES

harmony Insights offers several key features that deliver results:

- **Conference catalogs.** Proprietary technology identifies, imports, and synchronizes *harmony Insights* data with major conferences in near real-time. The *harmony* interactive conference catalog will reflect your scientific interests, is fully editable by multiple users at the same time, and can be downloaded to MS Excel.
- **Author and presenter lists.** An actionable list of all authors and presenters at a conference are provided in an easy-to-use actionable format that supports proactive outreach to individuals with similar scientific interests.
- **Collaborative content review and prioritization.** Conference content, including full-text of abstracts, can be reviewed, prioritized, and assigned on any device by any number of team members in real-time.
- **Structured insights gathering.** Custom questionnaires can be created to structure notes and facilitate formulation of scientific insights. End-users can take structured notes and upload images during the conference on any device. Insights and images are available to the entire team in real-time.
- **Automated scientific debriefs.** Aggregate team insights and images in custom MS PowerPoint files on your company templates in minutes on any device.

KEY BENEFITS

For teams attending conferences, *harmony Insights* provides significant direct and indirect business benefits. On average, from 2015 through 2018, teams saved 200 hours of labor per conference, increased average content coverage per person by 25%, and saved about $20k (USD) per conference in external spend. In addition, qualitative measures show a perceived improvement in scientific insight quality by leadership. In summary, for a company that sends 20 people to 10 conferences per year, *harmony Insights* will save 2,000 hours and $200,000 in external spending per year while improving the quantity and quality of scientific intelligence and insights.

Contact Us

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