harmony Forecasts

Accelerate decision making with *harmony Forecasts*

Key Features

- Step-by-step wizard to create new models in minutes
- Consolidate any number of forecasts in real-time
- Integrated surveys
- Built-in sensitivity analyses
- Comprehensive reporting
- Robust assumption and spreadsheet cell documentation
- Automatic versioning
- Full audit of changes
- Consolidated financial statements
- Interactive timelines to track key market & product events
- Built-in product profiles
- Integrated file management (data room), project management, and CRM

Key Benefits

- Establish forecasting & reporting standards
- Improve forecast quality
- Simplify forecasting processes and administration
- An "always current" forecast (no more fumbling with multiple files and versions)
- Collaborate easily and securely
- Reduce technical resource dependency
- Consolidate data sources
- Increase end-user efficiency
- Improve visibility into assumptions

harmony Forecasts helps teams improve forecast quality, streamline forecasting processes and accelerate decision making. It provides a comprehensive set of features that standardize forecasting methodology, consolidate disparate internal & external data, enable rapid and easy model creation by non-technical users, easily create portfolio views, seamlessly solicit input from colleagues, document assumptions, and allow collaborative, simultaneous use by multiple users. With *harmony Forecasts* small teams can effortlessly manage thousands of models and hundreds of collaborators.
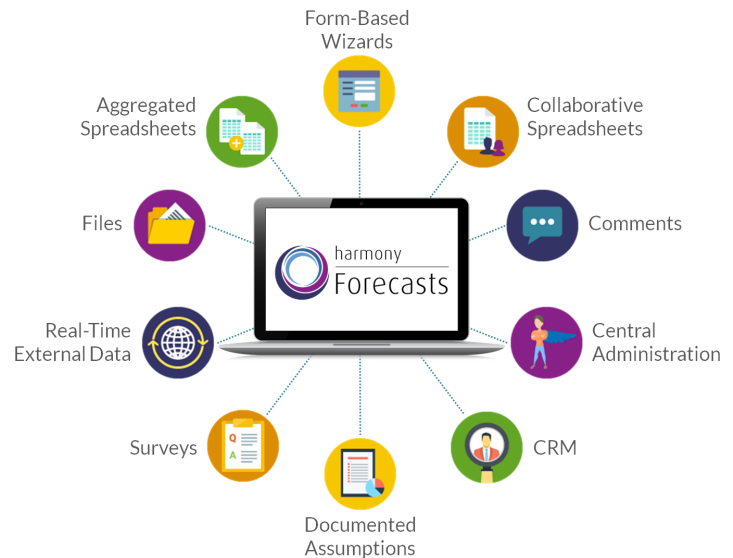
PRODUCT OVERVIEW

harmony Forecasts is a comprehensive **cloud-based solution** for teams responsible for product and portfolio forecasts. *harmony Forecasts* solves the problems teams face when using and collaborating on complex spreadsheets. Beginning with an easy step–by–step wizard, end-users can create fully-functioning, multi-tab, cloud-based models. These web-based models radically improve efficiency and address various day-to-day spreadsheet management issues with features such as real-time editing, comprehensive annotation (comments, files, links) at the cell-level, version control, and full auditing. Structured feedback on underlying assumptions (e.g., patient share, pricing, etc.) can be easily collected and aggregated directly within the application (which eliminates the need to send XLS files via email). Your team can quickly and easily create and manage multiple scenarios to assess implications of clinical timelines, HCP uptake uncertainty, pricing variances, competitive actions, and more. Scenarios can be compared and visualized easily through interactive event-based timelines, product profiles, and market models. And when it comes time for executive and/or investor communications, *harmony Forecasts* can aggregate any number of forecasts to produce consolidated interactive charts as well as a combined P&L, cash-flow, and balance sheet *in seconds*. Additionally, all models are fully exportable to MS Excel as fully functioning spreadsheets. And standardized MS PowerPoint slides can be automatically created directly from the application with charts and tables!

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

BUSINESS VALUE

With R&D costs in the hundreds of millions (and rising) and regulatory approval rates of less than 25%, getting forecasts, particularly of pre-marketed assets right is critical. Even small improvements in forecast resolution translate to millions of dollars of value. But making sustainable improvements requires an adjustment in how forecasts and their underlying assumptions are managed. All too often, forecasts are made in MS Excel with little to no formal documentation on how they work, what assumptions were made, what calculation methodology was used and why, and the list goes on. And before you know it, market research is one place, pricing support is in another, unexpected market events occurred, and it becomes difficult to determine if assumptions are current. These problems compound when forecasts are combined. In turn, this affects our ability to make data-driven decisions and ultimately leads to capital allocation inefficiency which in turn increases loaded R&D costs.

harmony Forecasts addresses these issues and provides a means to radically improve the way in which forecasts and their assumptions are managed. It standardizes forecasting methodology, connects and consolidates various data sources in a single cohesive data-model (e.g., epidemiology, technical probabilities of success, disease areas, products, etc.), provides a central repository for files, links, and references, provides a full contact model (e.g., CRM), enables teams to easily traverse information from high-level global NPVs all the way down to an individual cell in an underlying spreadsheet, and enables users to solicit and aggregate input from colleagues directly in the application.

In short, *harmony Forecasts* bolsters the foundation upon which forecasts are created, improves forecasts themselves, radically improves efficiency, and ultimately improves organizational decision making regarding assets and portfolios.

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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 Trials*
- *harmony Insights*

KEY FEATURES

harmony Forecasts offers several key features:

- **Model Wizard.** User-friendly, form-based, step-by-step wizard to generate fully-functioning models based on standardized templates, in minutes.
- **Easy consolidations.** Easily aggregate any number of forecasts in real-time to create consolidated views (e.g., disease area, country, regions, assets, etc.).
- **Integrated surveys.** Easily solicit feedback from team members on underlying assumptions. The system automatically aggregates and can score confidence levels for each assumption.
- **Pre-built charts & reporting.** Export fully functioning models to MS Excel and charts to nicely formatted MS PowerPoint slides.
- **Documented assumptions.** Users can add any number of comments, notes, links, survey responses, and/or files directly to cells and assumptions.
- **Automatic versioning.** Automatic versioning every time changes are made and saved to any spreadsheet. Users can view and revert to any version, at any time.
- **Full auditing.** Every change made on a spreadsheet is documented and users are prompted to provide comments on all changes made, even at the individual cell-level.
- **Integrated sensitivity analysis.** Quickly identify key variable sensitivities.
- **Consolidated financial statement.** Automatically generated, customizable consolidated P&L, balance sheet, and cash flow statements.
- **Interactive Timeline.** Track key market and product events that may impact your forecasts on an interactive timeline. Users can easily update details and dates of events as timelines change.
- **Product Profiles.** For products related to your forecasts, editable product profiles are stored in the application to keep a record of indications, trials, dosing, SWOTs, and more.
- **Full contact model.** A seamlessly integrated contact model (CRM) enables tracking companies, contacts, interactions, meetings, partnerships, deal opportunities, and more.
- **Project management.** Simple project management capabilities for teams to collaboratively manage workstreams, tasks, files, and more. Useful for assessments, outreach, and diligence.
- **Customizable data model.** Source data such as epidemiology, POS, products, and more can be centralized and utilized to automatically populate models to create consistency.

KEY BENEFITS

harmony Forecasts establishes and enforces a consistent forecasting process across an organization. It enables non-technical personnel to effortlessly create and maintain forecasts based on organizational standards, creates transparency on underlying assumptions with full data traceability, consolidates disparate internal and external data, dramatically improves efficiency, provides central and programmatic administration, and ultimately improves asset and portfolio decision making.

Contact Us

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