

IT Strategy Roadmap

Pharmaceutical Sales Operations Technology Planning Services

Strategic Technology Planning Without Over Investment

Aspect can help you to deliver a pharmaceutical sales operations technology roadmap that prepares your organization for the next level of technology investment needed to support emerging business needs.

Our experts help you to identify both short term and long term technology direction as well as identify the triggers that precipitate the need to move to the next level of technology investment, so that you can optimize your processes as you grow, without over investment.

Assess Current Practices and Determine Goals

Aspect consultants will meet with key stakeholders to determine current and future goals, identifying:

- Organization investment and technology principles.
- The systems, processes, and resources currently in use.
- The future status of the business and the related technology demands to support that state.

Strategize Based on Goals

Taking the information gathered in the assessment step, Aspect will:

- Identify potential solutions, processes, and practices that will position your organization to meet current and future needs.
- Classify each as a short term technology related opportunity or a mid or longer range solution.
- Identify the business thresholds that will trigger each step, as well as the goals expected to be achieved.

Deliver Strategic Roadmap

Aspect will deliver a technology roadmap that includes strategic recommendations for future actions that will ultimately lead to a scalable, optimized environment that meets sales force member as well as home office leadership needs without over investment, while maintaining compliance.

Service Offerings

Aspect Consulting helps organizations improve sales operational efficiency and propel growth through targeted services. We can help you bridge any gaps you may have in IT resourcing or expertise, providing:

- Technology Planning Services and IT Roadmap Development
- Data Integration and Data Warehouse Development
- Business Intelligence Reporting
- Master Data Management
- Vendor On Boarding and Data Environment Support

The Aspect Edge

Subject Matter Experts

We employ highly qualified experts well-versed in the latest data providers and technologies used to support sales operations activities.

Cost Effective Implementation

We work closely with you to identify and implement technology strategies that are designed to reduce your budget in the long term.

Best Practices

To guide our recommendations, we utilize a set of best practices to identify the common business triggers that indicate a need for greater automation.

IT Strategy Roadmap

Pharmaceutical Sales Operations Technology Planning Services

Strategic Technology Planning Without Over Investment

Aspect can help you to deliver a pharmaceutical sales operations technology roadmap that meets the needs of your sales force and home office leadership, and prepares your organization for the next level of technology investment needed to support emerging business needs.

Assess Current Practices and Determine Goals



Aspect consultants will meet with key stakeholders to determine current and future goals identifying::

- The organization's investment and technology principles.
- The systems, processes, and resources currently in use.
- The future state of the business and the related

Strategize Based on Goals



Taking the information gathered in the assessment step, Aspect will:

- Identify and classify solutions, processes, and practices that will uniquely position your business to meet current and future goals.
- Identify the business thresholds that will trigger each action.

Deliver Strategic Roadmap



Aspect will deliver a visual technology roadmap plan that includes strategic recommendations that will lead to a scalable, optimized environment that meets your future needs without over investment, while maintaining compliance.

Actions will be categorized into short, mid, and long term recommendations, based on identifiable business triggers.

Service Offerings

Aspect Consulting helps organizations improve sales operational efficiency and propel growth through targeted services. We can help you bridge any gaps you may have in IT resourcing or expertise, providing:

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