

Pharmaceutical Sales Operations Data Integration Services

Data Integration | BI Reporting | Master Data Management | Analytics

Operational Efficiency for Better Business

Years of specialized services in the pharmaceutical sales operations space has enabled Aspect Consulting to develop a suite support services designed to maximize the efficiency of your sales operations activities, give you greater insight into sales performance, and lower your costs.

Sales Operations Data Integration Services

Fully Scalable Architecture...Cloud Hosted Integrated Data...Operational Support

We do the heavy lifting, loading, validating, and standardizing your data. The result is cloud-based, integrated data to support your day-to-day sales operations activities. In addition, Aspect can serve as your operational service provider and perform key processing and analytical activities, making your organization compliant, efficient, and cost effective.



**Cloud Data
Integration**



**Business Intel
Reporting**

- **Data Integration**

Data is automatically loaded, **validated, standardized and integrated** within a centralized repository hosted in the cloud, and made available to you in a consumable format.

- **Business Intel Reporting**

We utilize your combined external data sources and internally sourced data to support robust presentation-quality reporting. Key Executive level, sales operations, and inventory metrics are presented on a single, centralized report dashboard, providing greater insight into business operations.

- **Master Data Management**

We validate data as it is loaded from each data source, using smart logic to detect, match and merge exceptions with the correct master entity record.

- **Ongoing Support**

We support the integrated data environment going forward, troubleshooting and remediating data, vendor or infrastructure issues.



**Master Data
Management**



**Ongoing
Support**

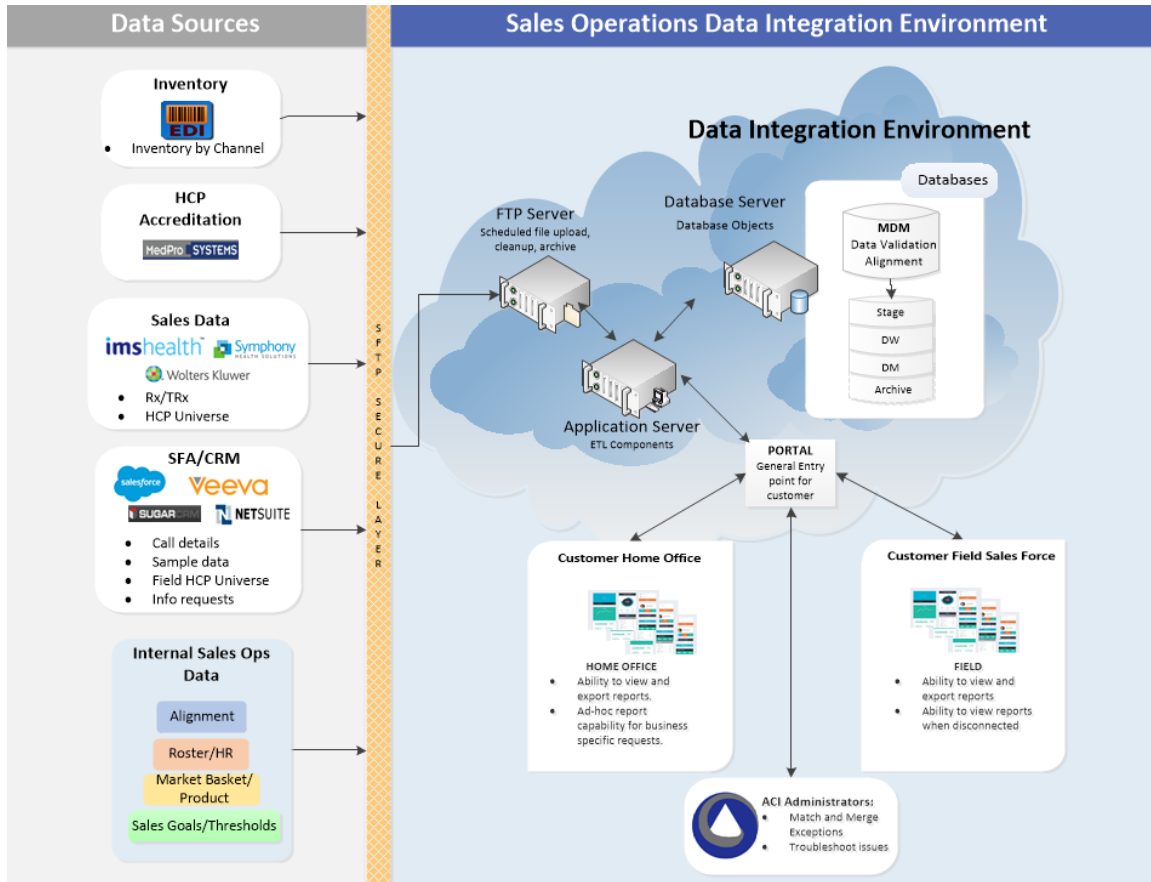
Key Advantages

Integrated Data Streamlines Operations • Improved Analytical Capabilities • Reduced Infrastructure and Resource Costs

A Complete Picture

Resulting in Reduced Effort and Increased Efficiency

Aspect utilizes a fully scalable reusable data load infrastructure to put all the data you need to perform your day to day operations in your hands. Framework components validate and standardize your data. The data is hosted in a secure cloud, reducing your infrastructure needs, but fully owned and available to you when you need it. Robust reporting and operational service offerings complete the picture, helping you reduce costs and increase efficiency



Client Successes

Our goal is to implement solutions that provide our customers with a solid return on investment. A sampling of our client's recent successes:

Sales Ops Data Warehouse

at a mid-sized pharmaceutical utilizing the Aspect-designed automated, reusable data load framework resulted in a quick implementation, and normalized data ready to automate reporting.

Data Repository Sources

Executive Report Dashboard

utilizing the Aspect-designed automated, reusable data load framework improved executive insight, and eliminated the man hours necessary to produce reports. The client was able to redirect effort to more in-depth analytics rather than wasting crucial man hours on manual data gathering and report compilation.

Cloud Hosted Data Repository

Aspect utilized its data load framework to load all external and internal data needed for sales operations activities into one centralized repository, with a master record for each data entity, cross-referenced to multiple vendor IDs. The data load process automatically matches and merges records, and is maintained by Aspect support resources. The result is customer, field, and prescription data cross-referenced across data sources, for greater reporting and operational insight.