Tender BI

by CUBE

The Business Challenge

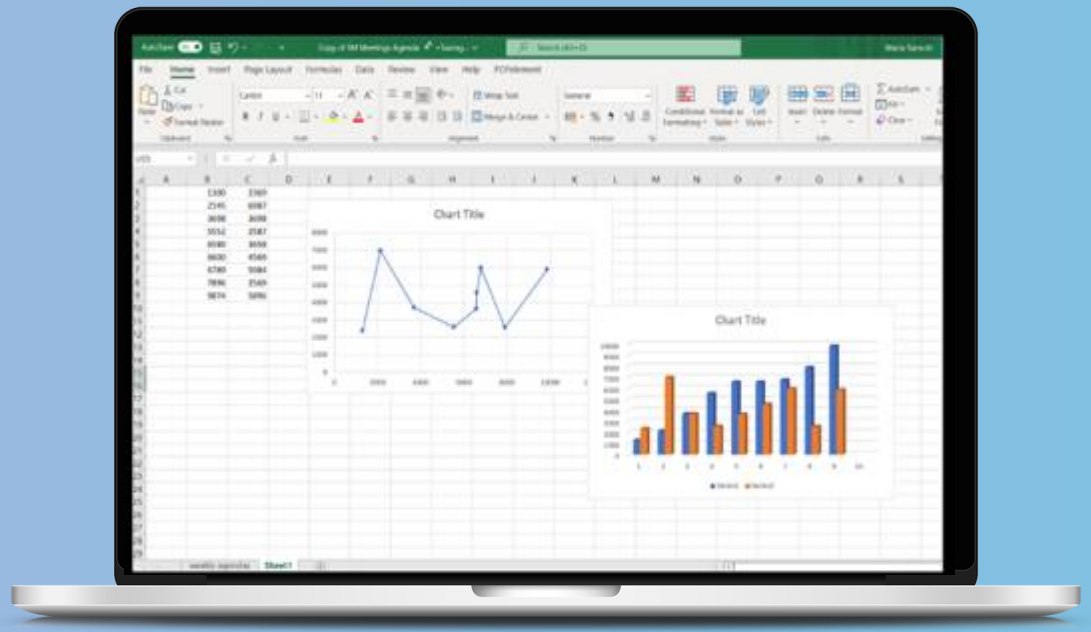
Understanding your
Tender environment & trends is critical,
but very difficult.

"Data is so hard to find, ..."

"It takes up so much of our time"

- Most of this **data is hard to find, not relevant** to your portfolio and comes in an **unstructured** format across multiple countries.
- Capturing this data via local affiliates can be **burdensome** and takes a lot of time & effort.
- The tender model and framework differs between countries– **it is difficult to have an overview of the situation and the trends.**

- number of tenders
- awarded values
- award criteria
- pricing information
- competitors
- tender winners etc.



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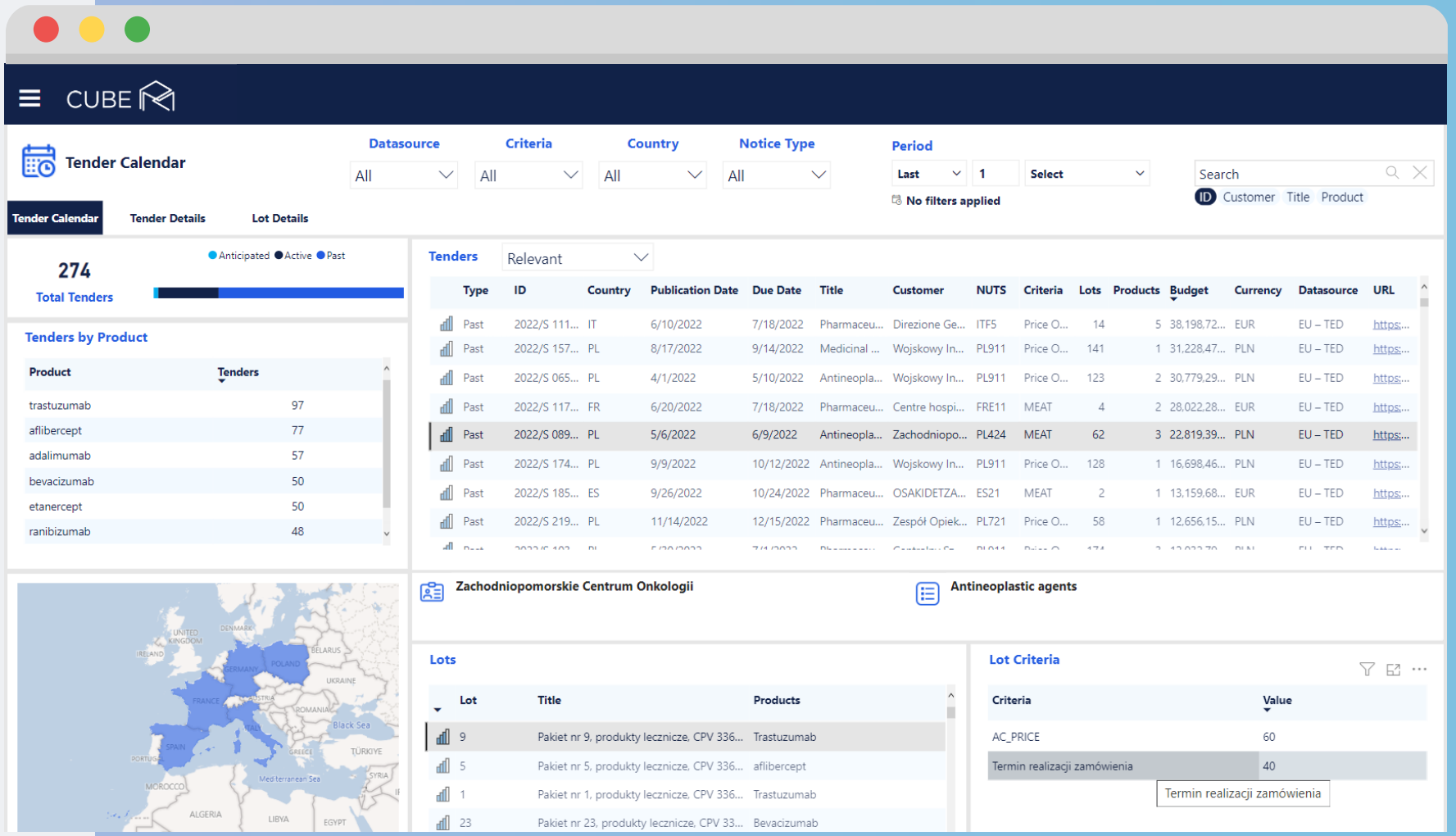
Meet Tender BI

Tender BI improves and facilitates the way you can find & analyze Tender Intelligence & trends.

Updated daily ensuring highest coverage and quality.



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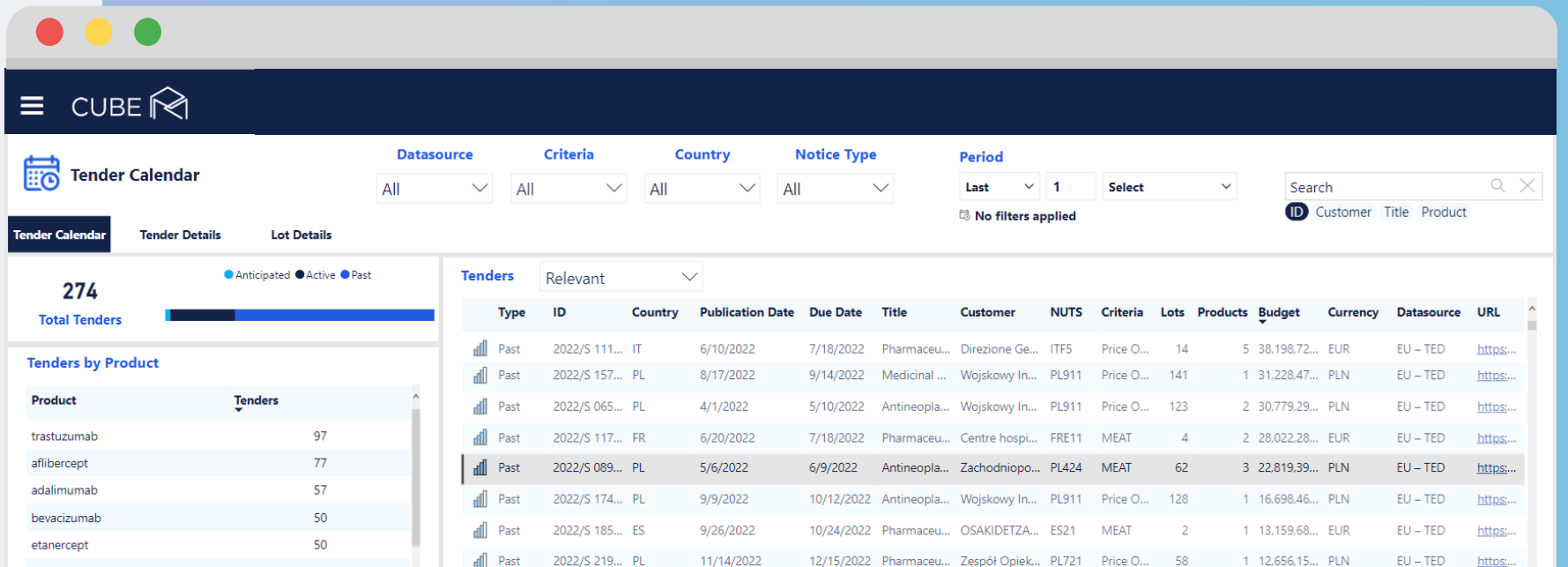
Tender BI: What it is

An AI-based intelligence & visualization tool that supports the analytics process and decision making for tendering in the Life Sciences.

- **Access all relevant tender information in one place.**
- Conveniently find your customized tender information, based on your specific needs & **portfolio** in just a few clicks.
- **Customizable and interactive dashboards, with graphs and visuals** to facilitate the analytics of the selected data.
- Has **forward looking** tender data like open and anticipated tenders, but also **historical information** including winners, awarded values, award criteria etc.



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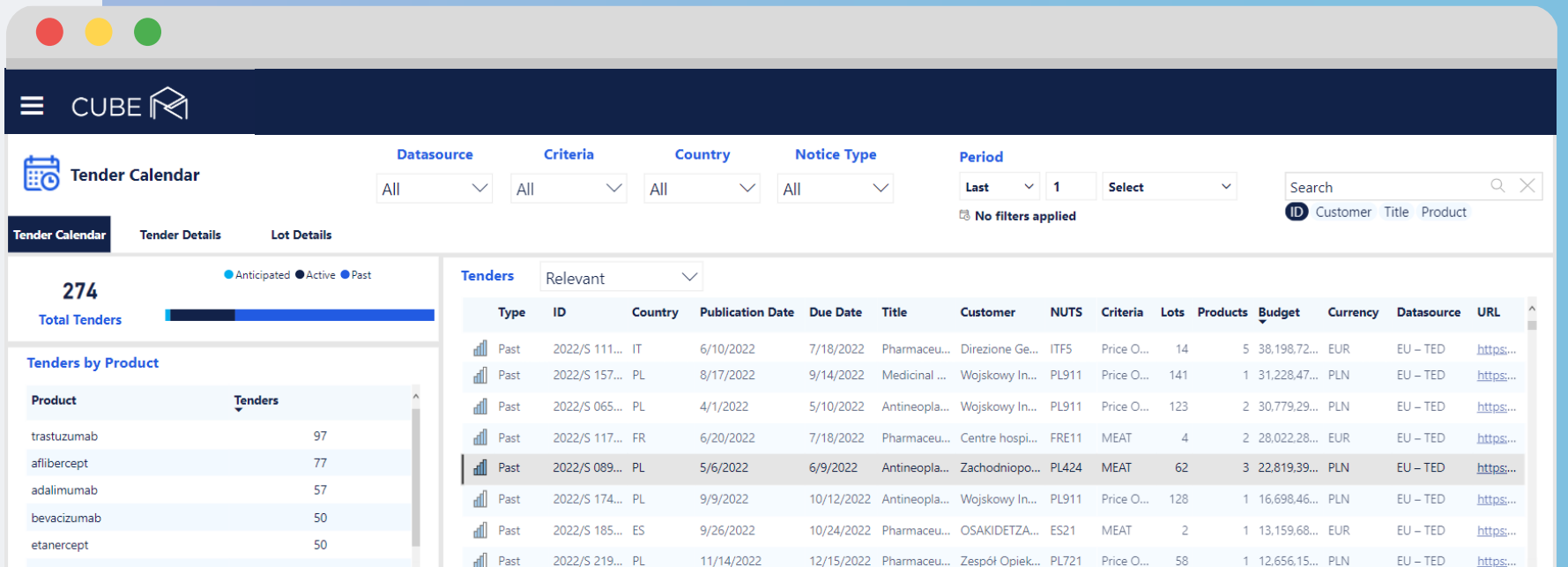
Tender BI: How it works

We will configure Tender BI specifically to your relevant tender portfolio, countries or business development plans and activities.

- You share with us **your portfolio** and **your countries** in scope.
- We will configure the keywords for our **AI-based** advanced search to find relevant tender information **across multiple sources and countries.**
- Our advanced NLP algorithms and our highly skilled Quality Assurance Team will ensure **highest coverage and quality of data.**
- Advanced **filtering & search capabilities** for the data & insights.



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Benefits

Easy access to very **detailed, high-quality and high-coverage** tender intelligence for your portfolio and countries of priority, all specifically developed for the **Life Sciences.**

Daily automated search of **multiple sources** and hundreds of thousands of documents to find and upload your relevant information into an **intuitive and flexible tender tool.**

Improve your organization's **visibility into the tender market,** discover emerging trends, see **who won past tenders** and better understand the competitive landscape.

Industry experience, **strong Quality Assurance** processes and direct access without the need for a deployment.

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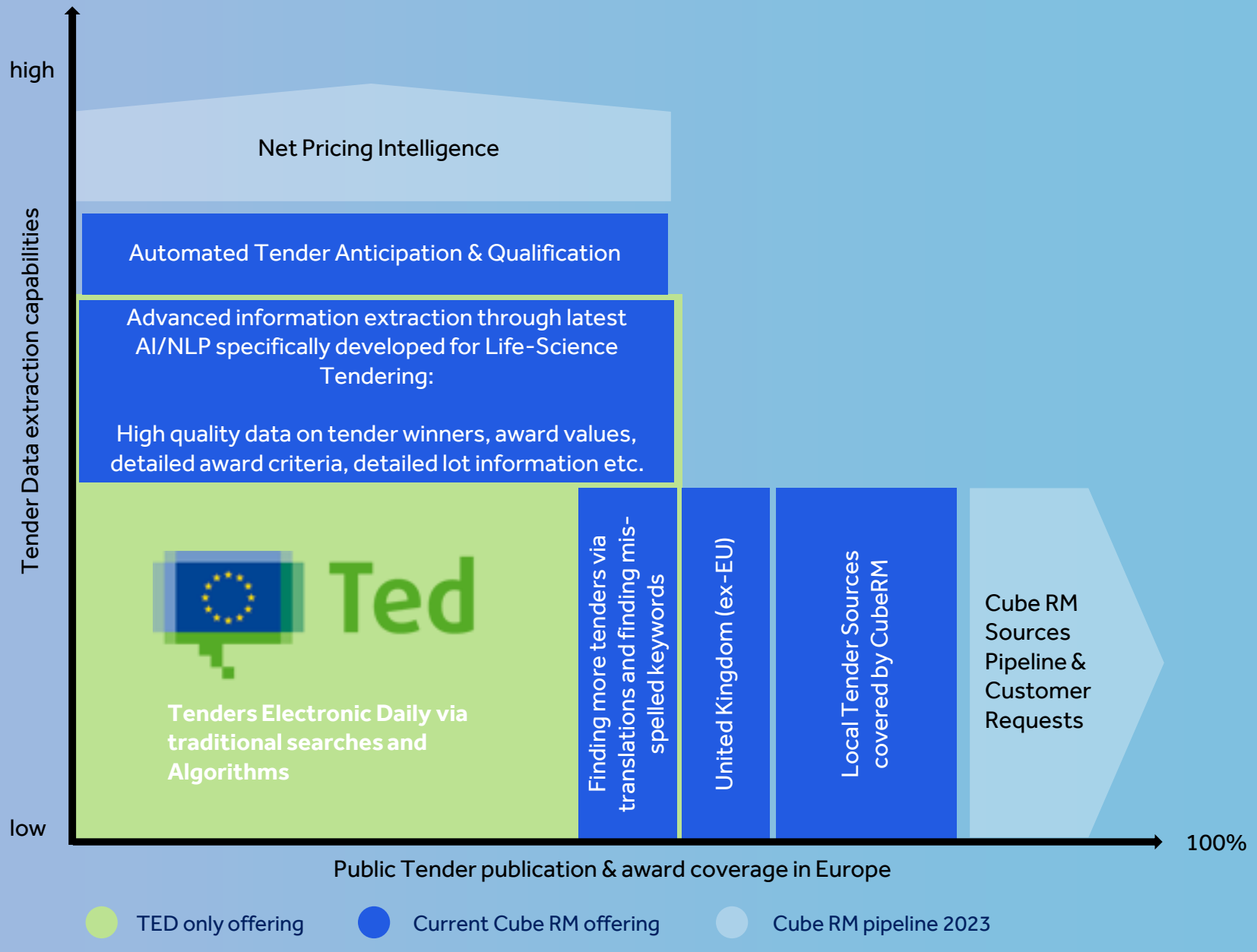
Our offering goes way beyond a traditional TED search

Cube RM is getting the best possible coverage and information - quality out of TED, but also closes the coverage-gap beyond TED via local tender sources (including UK), plus offers additional functionalities & insights



Benefits of Cube RM vs TED only search

1. **Finding more relevant data within TED** translations to all languages, finding of mis-spellings and advanced NLP, flexible adding of new molecules (e.g., for market research / Business Development).

2. **Additional information beyond TED and integrated view** through combination of TED with additional local sources.

3. Easily **add more local sources** worldwide into a fully integrated dataset and view, according to your business strategy.

4. **Functionalities beyond data:** Additional functionalities like automated anticipation of tenders not yet published, customizable Qualification / Prioritization of tenders, easy exporting of data into excel and much more.

5. Unmatched **level of data extraction** including detailed award criteria, tender winners, awarded values, lot description, prior notices, tender durations, pricing information etc.

6. **Expert support for data usage,** e.g., for tender market archetyping or tender trend detection.

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Using Natural Language Processing (NLP) to find more relevant tenders as well as more detailed information within TED

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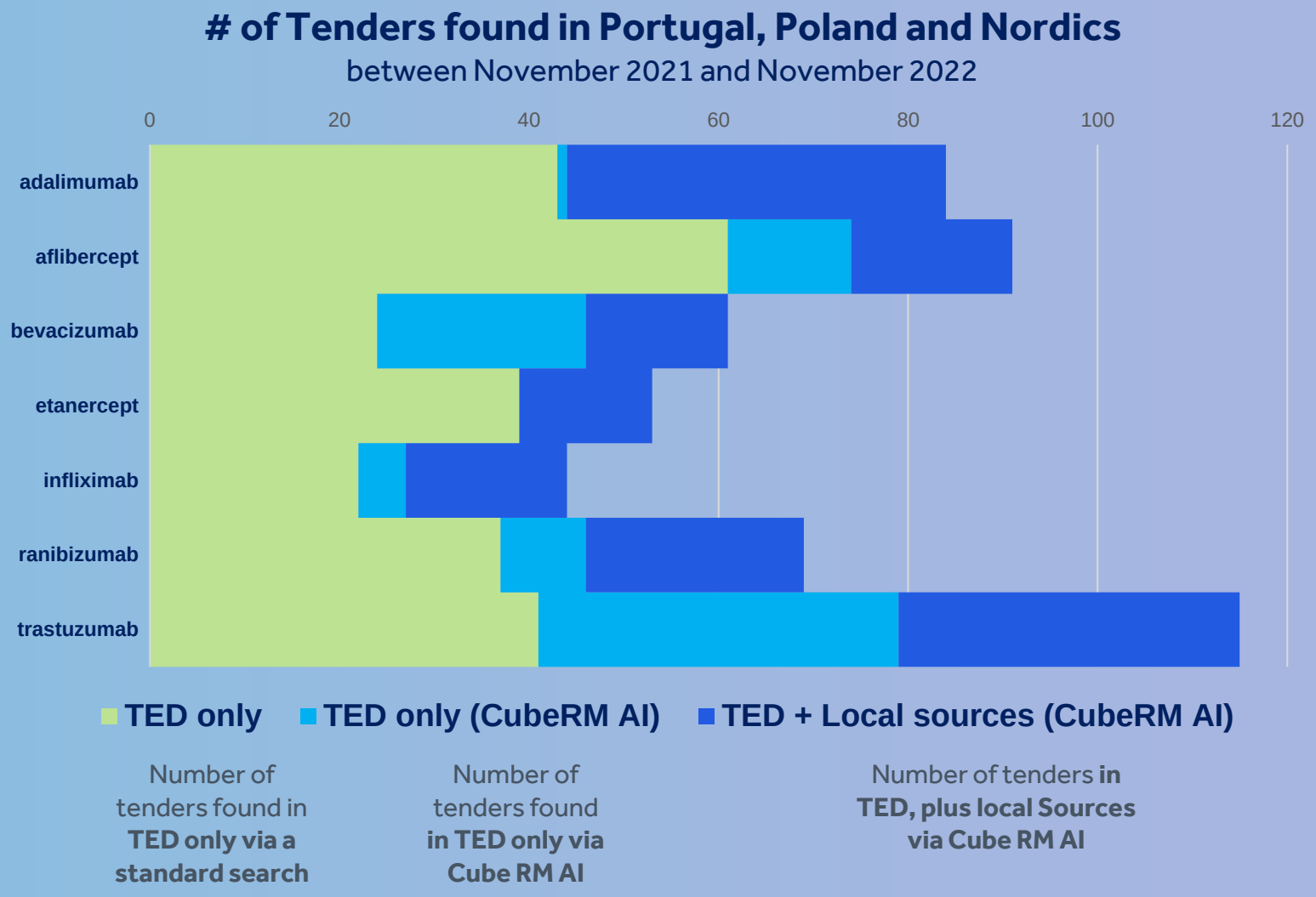
Real-life Data Case:

Cube RM finds significantly more tenders within TED **(+33%)** and even more through local sources **(+94%)**



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Tender Information

Our advanced NLP helps us get more information out of existing sources

	TED (standard search)	TED+ (Cube RM AI)	Change	
Criteria for Publication	48%	93 %	+45 %	How vendors are evaluated with the weights for each criteria. Usually, a combination of Net Prices and Quality
Criteria for Awards	33%	91%	+58%	
Lot Details	42 %	81 %	+39 %	Winner name, Award amount, Number of tenders etc.
Presentation Information	0 %	>55%	>55%	Information on dosages, strengths, packaging etc.

TED standard search= finding structured Data in TED in defined data-fields and defined areas (standard API & search algorithms)
Cube RM AI API = incrementally finding unstructured information across all the text fields and documents

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Recognizing Trends using Tender BI

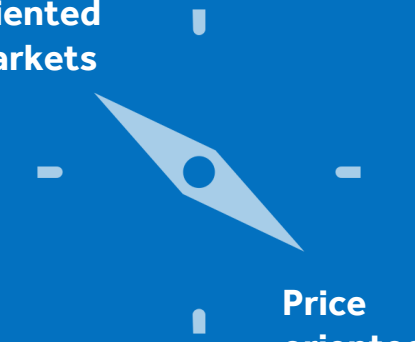
Which countries are more price driven VS quality driven?

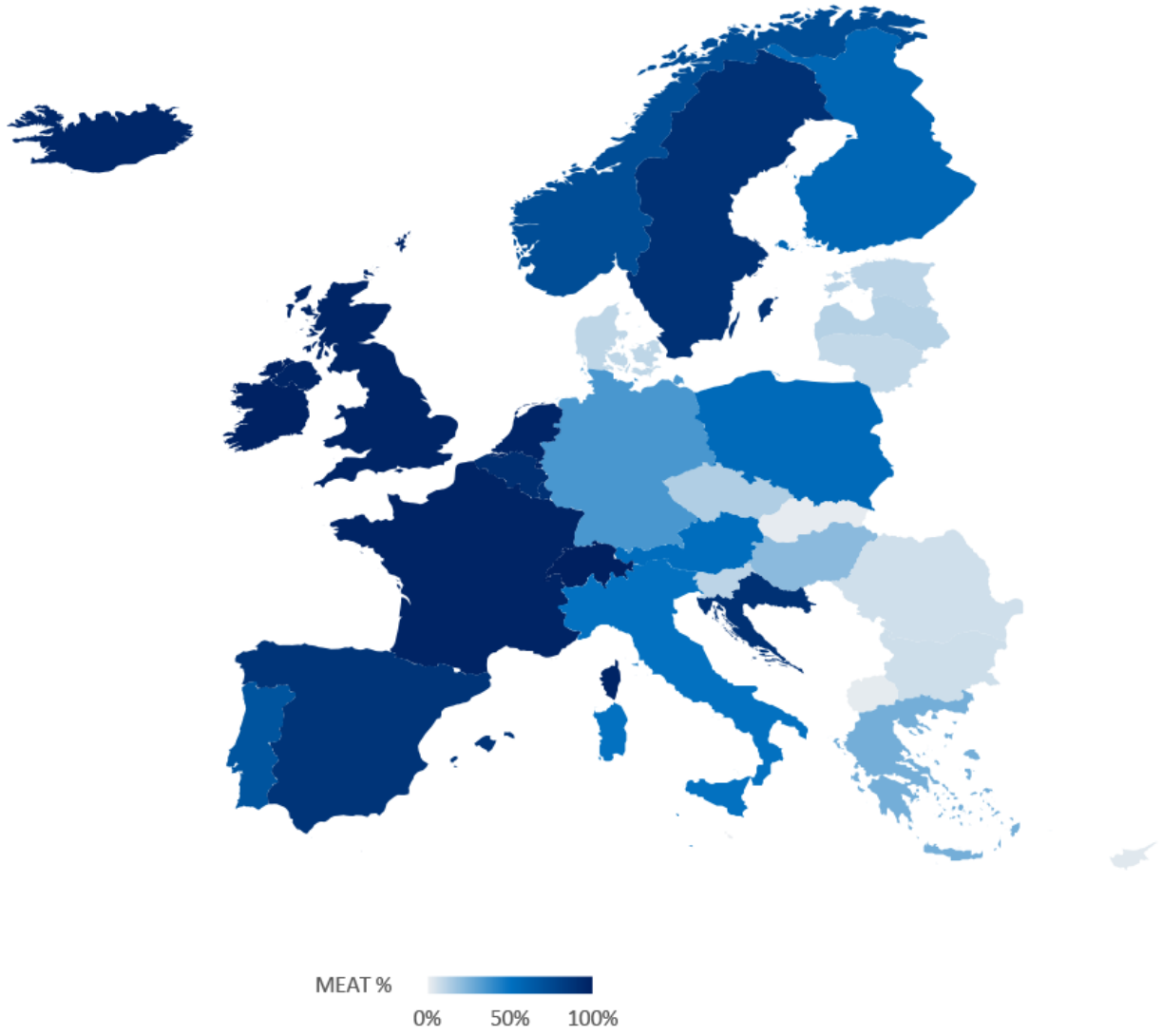
Which award criteria are on the rise?

And in which countries?

Southeast European countries are the most price-oriented as indicated by their lower MEAT % contribution.

(average over 2017 – 2020)





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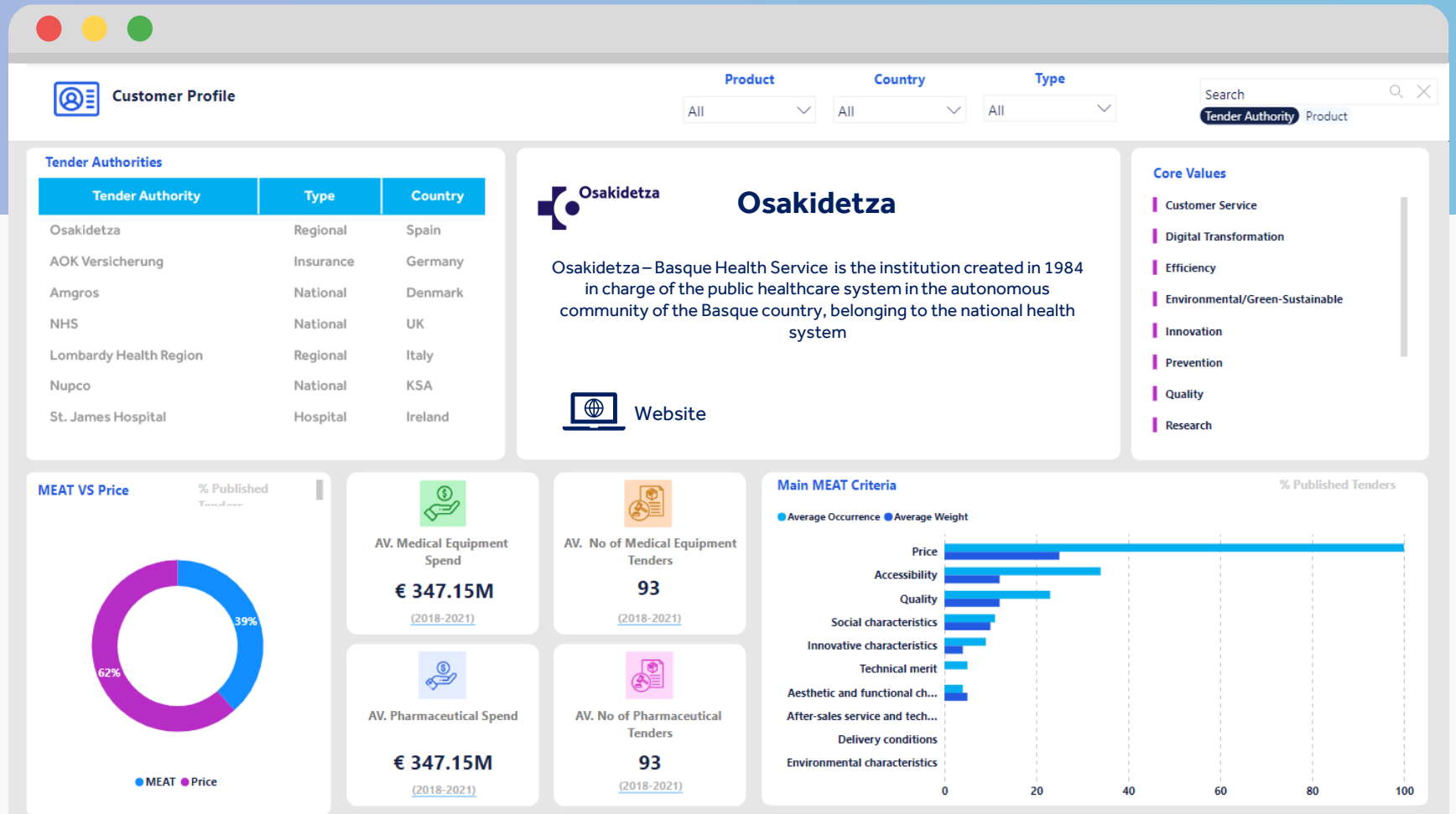
Deep dive into the details of how tenders are awarded.

Our advanced AI allows us to understand detailed award criteria per country, product and on customer level

customer	Keyword	Award Criterion Description	Weighting of criterion
OSAKIDETZA - Servicio Vasco de Salud	trastuzumab	Identification of the primary conditioning of the medication for dispensing in unit...	10
OSAKIDETZA - Servicio Vasco de Salud	trastuzumab	System presence that guarantees security in drug manipulation	4
OSAKIDETZA - Servicio Vasco de Salud	trastuzumab	Visual differentiation between the different medicine presentations	3
OSAKIDETZA - Servicio Vasco de Salud	trastuzumab	Packaging and labeling of transport boxes	2
OSAKIDETZA - Servicio Vasco de Salud	trastuzumab	Absence of Excipients of Compulsory Declaration (EDO)	2
OSAKIDETZA - Servicio Vasco de Salud	trastuzumab	Latcx warning	1
OSAKIDETZA - Servicio Vasco de Salud	trastuzumab	Validity/expiration/stability period	3
OSAKIDETZA - Servicio Vasco de Salud	trastuzumab	Handling for dispensing / reconstitution / administration	4
OSAKIDETZA - Servicio Vasco de Salud	trastuzumab	Light protection	3
OSAKIDETZA - Servicio Vasco de Salud	trastuzumab	Other differential technical aspects detected by the promoting unit that are of inte..	8
OSAKIDETZA - Servicio Vasco de Salud	trastuzumab	Offered price referred to Umb - economic criteria	55
OSAKIDETZA - Servicio Vasco de Salud	trastuzumab	Commitments on continuous supply of the medication - Provide report	2
OSAKIDETZA - Servicio Vasco de Salud	trastuzumab	Delivery term ordinary orders	1
OSAKIDETZA - Servicio Vasco de Salud	trastuzumab	Number of presentations available in the market	2

Know & understand your biggest tender customers.

Our customer profiles show detailed information about the most important tender buyers around the world.



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