



## Pharmaceutical Meeting Management

### **Business Needs:**

Chenoa analyzed and designed a sales meeting management system for pharmaceutical client. System was designed to address all the pain points experienced by the meeting managers, sales reps, upper management, and venues.

- ✦ With reps spending most of their time in the field, a system needs to be accessible outside the company as well as inside
- ✦ Short meeting lead times and budget constraints squeeze the meeting management process to deliver a high quality service at a lower cost
- ✦ Need of budget management and expense reconciliation
- ✦ Direct involvement of venues in the rfp process to reduce costs and shorten lead times



### **Solution:**

In response to these needs, Chenoa developed PROTON, a web-based end-to-end pharmaceutical meeting management solution that dramatically improves results, maximizes resource utilization, and insures regulatory compliance.

PROTON comprises of different modules that can be configured to comply with any specific company operations, polices and statutory guidelines. The major features/benefits of PROTON include:

- ✦ Meeting management from inception to reconciliation
- ✦ Automated task workflow with email notification
- ✦ Field budget management
- ✦ Automated venue sourcing
- ✦ Real-time dashboard to facilitate executive decision making
- ✦ 24-hour turnaround in post-meeting expense reconciliation
- ✦ Air-tight compliance with FDA regulations
- ✦ Robust role-based security and audit trails
- ✦ Module-based configuration to match any company's operations and policies.

### **Technology:**

PROTON's three-tier architecture uses the Microsoft .NET platform and SQL Server database. A rich interface has been created using Infragistics controls.

*"Chenoa is an ISO 9000 Certified technology solutions company that provides software solution integration, business process optimization and professional services to clients in the Insurance, Financial as well as pharmaceutical industries. We leverage our onsite-offshore model to understand the business as well a technological needs and provide solutions. We follow a standard development methodology with stringent quality assurance processes to deliver the Chenoa promise of excellence. We have three locations: Headquarters & Development Center - Edison, NJ; Development Center - Mumbai, India; Development Center - Istanbul, Turkey. "*