



IQVIA Biotech in JAPAC

IQVIA Biotech in Japan and Asia-Pacific (JAPAC) is a custom-built solution that provides, flexible, fit-for-purpose clinical and commercial solutions designed to meet the regional and global aspirations of emerging biotech and biopharma companies.

We understand that biotech companies face uniquely complex questions along the journey



Critical clinical decisions

Which direction to take the asset?

Where to secure funding?

What partners to consider?

How to optimise burn rate?

What vendors do I need and how to manage them?

How to effectively demonstrate value of the asset?

Which opportunities to prioritize?

How to get a value definition point more quickly?



Exit or commercialization tradeoffs

What sales channels to employ?

How to engage patients?

Take the product to market or sell?

How to get optimal price, access?

Where to launch and in what order?

How to take the product to market?

How to reach the right possibilities?

Which is why we built a customized delivery model to meet the needs of biotech and biopharma companies

End-to-end data driven strategy and solutions

- Full-spectrum integrated clinical and commercial services
- Data-driven operational strategy
- Access to world-class healthcare data and analytics
- Lean clinical technologies to simplify study management

Unmatched scale and therapeutic expertise

- Deep therapeutic expertise and therapeutically aligned teams
- Global presence for rapid, stable and scalable workforce
- Access to excellent sites, extensive networks and established systems

Lean, agile, fit-for-purpose operating models

- Flexible, streamlined SOPs and processes
- Simplified team structures and agile operations
- Faster, transparent communications and decisions

Aligned vision and commitment to success

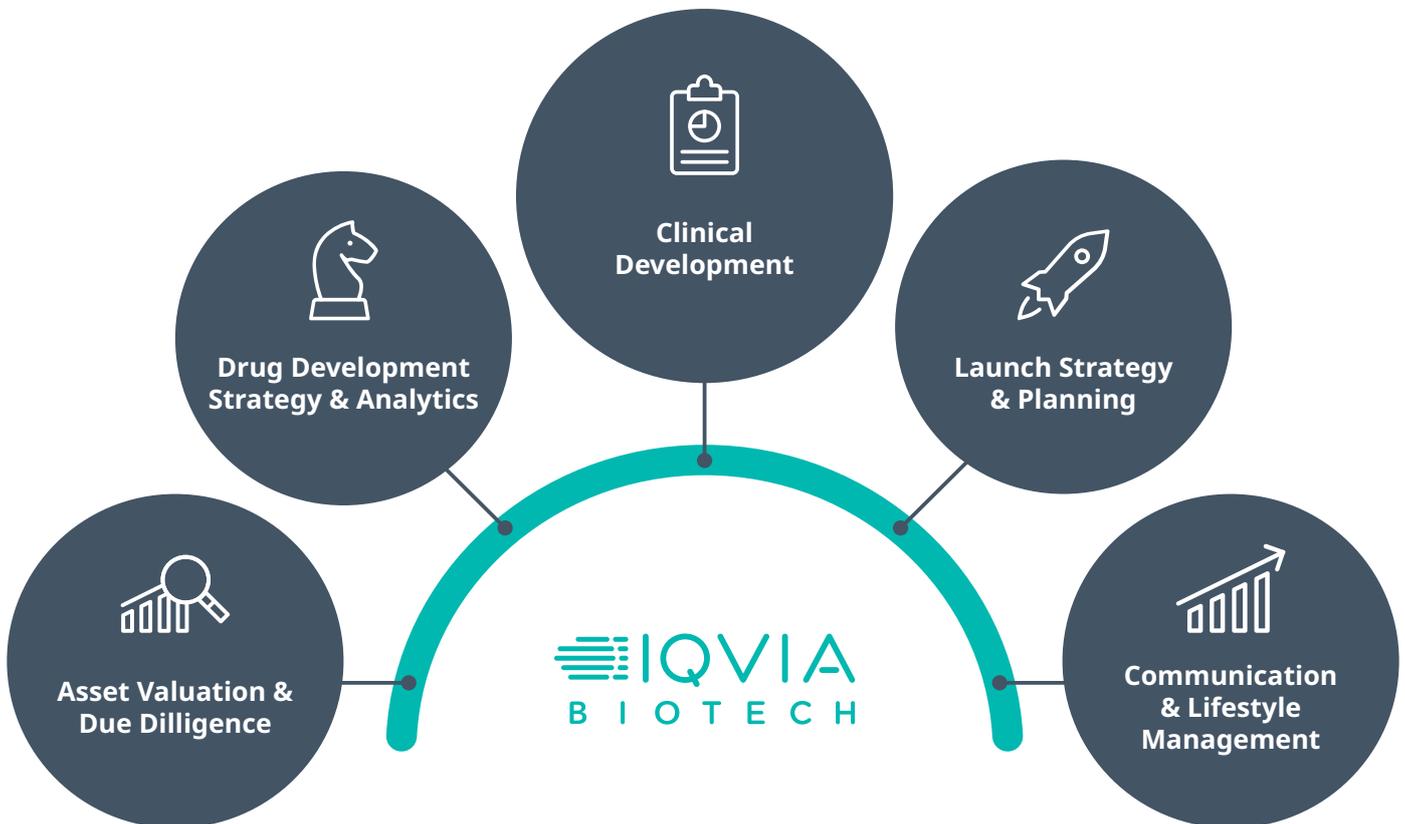
- Early engagement to build optimal tailored solutions
- Access to global senior executives with attention and prioritization
- Biotech structure and culture replicated
- Specialized teams with client centric focus

Ease of doing business

- Simplified contracts and work orders
- Optimized, competitive and transparent pricing
- Rapid pivot to control costs for real-time delivery
- Clear payment structure and milestones

We offer integrated end-to-end solutions designed from clinical strategy to commercial success to fit your needs

On the surface, your milestones may look the same as large pharma's. But we know that you face very different questions and IQVIA Biotech is dedicated to helping you achieve your next milestone throughout your drug development journey.



Understand and articulate the market value of your asset, create a clear and differentiated value story and drive investor and partnering discussions for optimal outcomes.



Develop a comprehensive plan with well-defined brand, value, and channel strategy that ensures market access and establishes a path to optimal product launch.



Define your target product profile and clinical development strategy aligned to critical market drivers including regulatory, payer and commercial endpoints.



Leverage agile commercial operations to scale rapidly as needed, while maintaining a lean organization.



Advance your asset from Phase I through Phase III trials with industry leading therapeutic expertise, global infrastructure, and unparalleled data.



Our expertise in JAPAC



IQVIA Biotech: more than just a name

At IQVIA Biotech JAPAC, we provide instant access to world-class data and analytics, that are critical in uncovering insights and driving decisions throughout the drug development process. We harness the power of unparalleled data, innovative technology, advanced analytics, and domain expertise to create intelligent connections for emerging biotech and biopharma companies, ultimately improving patient health outcomes.

Visit www.iqviabiotech.com/regions/japac to find out how we build our solutions to fit your needs.

For more information contact: www.iqviabiotech.com/contact