



Cloud-based Sales Force Effectiveness

Empowering Commercial Operations with
Cloud-based CRM and Sales Intelligence

SOLUTION OVERVIEW
360 VANTAGE

imshealth[™]
INTELLIGENCE APPLIED.

Life is Better in the Cloud

Sales and marketing technology solutions built upon the world's leading Cloud Computing platform, Force.com, and custom designed by the Life Sciences experts.

Business is moving at break-neck speed. Sales reps need data and intelligence at their fingertips. Marketing needs faster, more accurate market feedback. Management needs a 360-degree view of the business any time, any place. Competition is fierce. The regulatory landscape is ever-changing.



Keeping pace in a socially mobile world demands Life Sciences companies find new ways to streamline how they operate every day. Our solutions help clients develop long-term competitive advantage by leveraging the latest in cloud, mobile and social technologies to transform their business from the inside out.

Solutions

360 CRM™

Our tailored CRM solutions are built on Salesforce.com and designed to fit your unique business processes. That means you get a best of breed system that fits every need, along with a team of experts in Life Sciences, mobile, user experience and SFA. It's a full-service solution that delivers results.

360 U™

Our integrated eLearning solution, 360 U, helps engage learners while speeding delivery and simplifying compliance. From sales and product training to compliance and assessments, it's easy to deliver any type of content to users on any kind of device.

360 DX™

Trust the experts to accurately and efficiently migrate, integrate and automate your data from across the enterprise with 360 Data Exchange (DX) services.

360 CLM™

Speed up market feedback, reduce production costs and simplify compliance with 360 CLM, our integrated, closed-loop marketing app. Easily load, manage and retract any kind of sales aid on your reps' mobile devices, email content with a click, and automatically track and report on every interaction.

360 COMPLY™

As a leader in Life Sciences CRM, marketing and cloud-computing solutions, we adhere to industry-specific standards while offering pre-validated solutions to support Signature Capture, Samples Management and related PDMA regulations.

360 VIEW™

One system for all of your Health Care Professional information and related activities gives you a powerful analytics engine accessible on any mobile device. Users have fast, easy access to real-time reports and dashboards tailored to their specific role, giving the company a 360 VIEW of KPIs.

360 MOBILE™

Our mobile solutions give you the flexibility to access systems and customer data anytime, anywhere, from any kind of device including desktops, laptops, tablets and smart phones. With 360 Mobile, your critical data and business applications are always a click away.

One Expert Partner to Handle it All

360 Vantage brings clients an entire team of experts in Life Sciences, CRM, sales force automation, closed loop marketing, data services, system design, end-user training, eLearning and advanced social and mobile technologies. That means you focus on growing your business while we do the rest.

Professional Services

SOLUTION IMPLEMENTATION

With hundreds of successful projects and a 100% rate of user adoption, we've created a structured, iterative methodology that guarantees success while accelerating your ROI. Our team dives deep with proactive discovery and project planning to design a tailored solution that's uniquely built to serve your business.

DATA MIGRATION

Data is one of the organization's most valuable assets, that's why ensuring a well-planned, perfectly timed migration to the new system is key to its success. 360 Vantage manages the data migration process every step of the way to ensure a smooth transition so the system is ready to go from day one.

DATA INTEGRATION & AUTOMATION

Success means a careful plan for integrating business processes into enterprise applications, including third party vendors. Our Services team is proficient in—and stays current with—leading integration technologies. That means unified data that's always accurate across the enterprise.

Full-featured CRM & CLM • Samples Management • Single Sign-On • Signature Capture • Any Mobile Device • Analytics & Dashboards • Background Wireless Data Sync • Integrated eLearning • Online/Offline Access

Managed Services

SOLUTION MANAGEMENT

At the heart of everything we do is our client's success. We spare no expense ensuring we know your company's short-term goals, long-term vision and day-to-day business challenges. Our team works tirelessly to ensure you get world-class service with every interaction, big and small. From ongoing application maintenance, new feature design, advanced analytics and ongoing process management, we've got it covered.

DATA PROCESSING & MANAGEMENT

Solution success relies on the timely, accurate and secure integration and management of your data. We successfully process millions of records a day—from hourly sales data loads to daily sample reconciliation data extracts—we're one trusted partner that does it all.

Flexibility to Choose the Technology You Desire

There's a lot to be said for choice, but for many companies, the influx of new mobile devices can lead to analysis paralysis.

We help our clients leverage and maximize existing technology while offering our expertise in the latest mobile advances. That's why we can help you plan a low-risk, high-value process for selecting and implementing a mobile strategy that's right for you.

Mobile platforms supported:



A trusted Salesforce.com partner to bring you all the advances of the cloud in one powerful approach.

To find out more about 360 CRM or other IMS Health solutions, contact sales@360vantage.com or call 1.888.662.6824. Visit www.360vantage.com for background information.

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ABOUT IMS HEALTH

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