



ASSOCIATES  
an IQVIA business

## Tender Support by IM Associates

# What can you expect from our tender offering ?

01

### Tender monitoring

- **Anticipate future tender announcements** based on tender history.
- **Monitor incoming tenders** that involve products within the specified scope.

02

### Tender analysis

- Estimate **chances of winning a tender**.
- Summarize data & documents that are required for a tender.

03

### Tender submission

- Coordination and support in the **preparation of the tender dossier**.
- Review and consolidate documents prior to the final submission.

04

### Granting analysis

- Analyze granting documents to identify **the current strengths and weaknesses** of submitted tenders.
- Determine the tasks that are easiest to address in order to **increase the likelihood of winning future tenders**.
- Provide tools and insights for **ongoing optimization** of pricing strategy.

05

### Training & Coaching

- **Training and coaching** for individuals involved in the tender process.

## What's in it for you?

Up-to-date insights:

- Trends in the tender process of hospitals;
- Good **prediction of upcoming tenders**;
- Identify important **competitors**.

**Detailed support** with the submission of tenders.

**Maximize chances of winning tenders** with personalized tips to improve pricing strategy & tender files.

## Why IM Associates?

IM Associates, an IQVIA Business, provides data-driven, strategic & tactical value-added services to all stakeholders in Pharma, Selfcare & Medtech. We support you in developing and defining strategic and operational challenges. That gives you a detailed understanding of business dynamics, route-to-market, data science and the transformation of data to business intelligence. Jointly, we design innovative ways to grow, based on in-depth data analysis.

We combine our long experience in healthcare, our strong analytical insight and flexibility with solid ownership and commitment. We always keep a close eye on the market and can be deployed at short notice!

Eager to find out how we can empower your organisation as well, thus offering you a worry-free holiday? Contact us for a no-obligation introductory meeting.

## More info? Get in touch with:



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