



Buyer's checklist: Medical affairs grantmaking software

Questions to understand your life sciences company's unique software requirements

For medical affairs teams, speed is key to adapting to changes like new clinical trials and acquisitions, evolving compliance requirements, increased demand for research funding, or continuing medical education. You need agile medical affairs grantmaking software to quickly adapt to the changing landscape while accelerating scientific and patient impact. Out-of-the box solutions often don't provide the flexibility to automate processes, increase efficiency, and easily maintain compliance.

Before talking to potential software vendors, it's important to understand your company's unique needs and requirements. We've put together this checklist to help you do just that. With this checklist, you will have the opportunity to thoughtfully reflect on your technology needs, get a better sense of your must-have features, and learn what questions you should ask vendors.

Key considerations for your company

1. **Adaptability:** Does your team need to develop unique workflows for each new expanded access, research grant, or medical education program? With agile software, you can create workflows that meet your needs instead of using rigid out-of-the box options.
2. **Automation:** Do you need support keeping up with the ever-evolving medical affairs landscape? Having a system with built-in automation ensures your workflows stay on track, assigns the right approvers, and sends reminders when you reach a bottleneck.
3. **Self-service features:** Does your team encounter frequent changes that require you to adjust workflows? Sometimes you don't have time to wait for support on a change order request. Consider a solution that gives you the power to make changes quickly without the help of a support team.
4. **Compliance:** It can be challenging to maintain compliance and privacy regulations from country to country. Look for medical affairs grantmaking software that allows you to tailor your information handling and approval processing based on region-specific regulations. Take it a step further with a solution that includes compliance or SOP alerts on the platform to ensure you're meeting key requirements.
5. **Unified data warehouse:** Do you house your program data in different systems, leading to challenges finding the information you need and tracking and forecasting grant payments? You need a medical grants solution that houses all grant types within all countries in a common unified data warehouse. This provides a single source of truth for reporting outcomes, budget reconciliation, and study milestone updates, while also saving valuable staff time.

Key considerations for your company (cont.)

- 6. Integration:** If your team is entering information across different systems, it's hard to avoid manual errors and duplicate data. Consider a solution that integrates with every system that interacts with your grantmaking programs. For example, by integrating with your drug or product supply system, you can be sure your product inventory is up to date while also pulling valuable data for reporting. Another example is connecting with your accounts payable (AP) systems to automate disbursements for your medical grant programs.
- 7. Reporting:** Does your team need a way to report on the progress of your programs? With a medical affairs grantmaking solution that includes reporting features, it's easy to share the outcomes of your efforts and make data-driven decisions without extra manual work. For example, with the right software, you can keep an eye on where grants are going and what they're used for; access key data points at a glance with standard reports; aggregate data across grant requests to determine trends, effectiveness, and potential compliance risks; and identify delays in your workflows to increase efficiency.
- 8. Technical features and access:** Does your company have specific IT requirements like single sign on (SSO) or authentication for employees without network access? Are there multiple staff members who need different levels of access to your medical grantmaking software? Talk with your IT team to determine what features are must-haves for your team.
- 9. Scalability:** Is your team just getting started with medical affairs grantmaking? Chances are you need a solution that will scale with you as you grow and expand your programs. Make sure the software you choose can support this growth.
- 10. Training and support:** While you want software that your team can easily manage on their own, sometimes you need more hands-on support. Ensure that the vendor you choose offers both by providing onboarding training as well as ongoing support for when you need a little extra help.





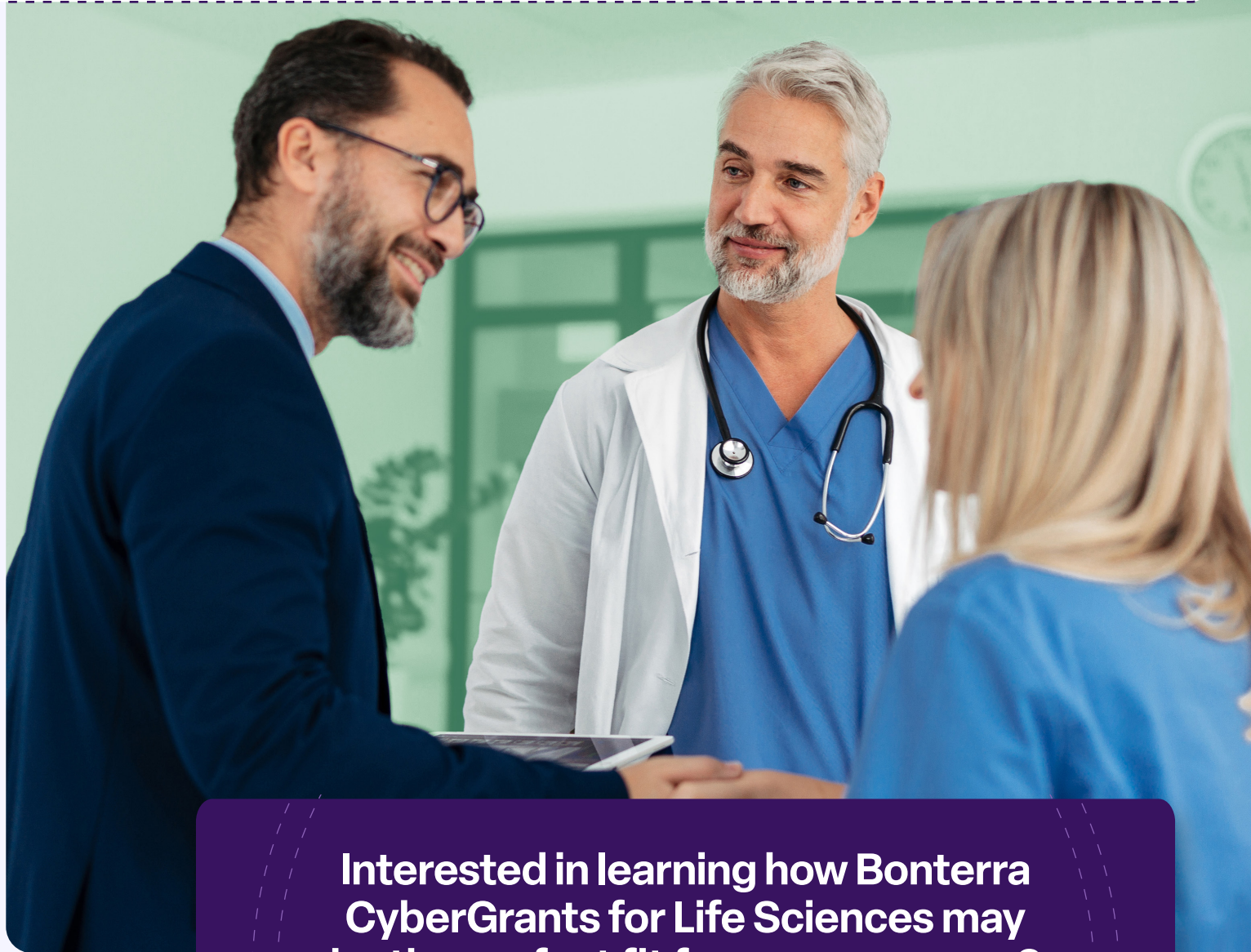
Questions to ask potential software providers

Now that you have reflected on your life sciences company's unique needs, it's time to assess medical affairs grantmaking solutions to see which one is the best fit. The following questions will help you determine if a vendor meets your company's needs:

1. **Can your solution support expanded access, research grants, and medical education programs?**
2. **Is your solution designed specifically for medical affairs grantmaking with those unique capabilities in mind?**
3. **What do the application, intake, and workflow processes look like with your platform? Do you have automation features built into your system?**
4. **Is your solution flexible, allowing my team to make changes quickly without the help of your team?**
5. **What reporting capabilities does your solution offer?**
6. **What kinds of security, compliance, and permission capabilities does your solution offer?**
7. **Can your solution integrate with other technology our team uses like AP and inventory systems?**
8. **How much time is needed to invest in onboarding and implementing your solution?**
9. **What kind of ongoing training and support is available to my staff?**
10. **What do we need to budget to invest in your solution?**

Find your ideal medical affairs grantmaking software today

By asking these key questions, finding the right solution for your team will be simple. Leading life sciences companies like Sanofi and Novartis trust Bonterra to support their medical grantmaking needs.



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CyberGrants for Life Sciences may
be the perfect fit for your company?**

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