

Best Vendor Partner Award Release

QRAL GROUP NAMED “BEST VENDOR PARTNER” BY BIOPHARMA

TGaS Vendor Insights Announces Winners of Best Vendor Partner Awards

August 22, 2018

Qral Group is one of six winners of the TGaS® Advisors Award for the Best Vendor Partners in Biopharma. The winners were chosen from among nearly 200 nominations submitted by 70 different biopharma companies and **Qral Group was awarded as the best vendor partner in Field Operations/Incentive Compensation**. TGaS Advisors' Vendor Insights solution fielded the competition as a way of recognizing the value suppliers bring to life sciences companies.

This TGaS study was designed to explore the meaning, impact and value of vendor partnership because of the critical role vendors play in commercial success. Current TGaS data shows that eight out of every 10 dollars pharma spends to support commercialization is with vendors, an increase of 14% in 10 years.

Analyzing the data, TGaS identified five key recommendations for both pharma companies and vendors to cultivate excellent partnerships. TGaS found that the strongest partners align, plan and execute to outcomes, and they do it on a foundation of listening and responding. “We found it very interesting that responsiveness was correlated with good partnership in just about every way we analyzed the data,” said Tim Wohlgemut, who heads TGaS Insights. He summarized key findings about “what good looks like” in the most successful vendors: “True partners are focused on outcomes. They challenge thinking, recommend solutions and are responsive. The great news is that responsiveness is measurable and can be cultivated to achieve better partnerships.”

TGaS Vendor Insights, the firm's online vendor management solution, provides life sciences companies with a comprehensive set of peer ratings for vendors across virtually all business functions with vendor profiles, commentary and other information. The solution also enables access to a deep repository of searchable vendor profiles, including product offerings in each functional area, reach, areas of specialization and utilization information. Users also have access to peers who have used vendors under consideration.

About Qral Group

Qral Group is a management consulting firm that helps commercial leaders in pharma / biotech solve new business challenges. Our specific area of expertise is helping our clients adapt the commercial model for Specialty Therapeutics and Rare Diseases. To achieve this, we blend solid consulting fundamentals with the latest advances in analytics, market research, and technology. To learn more, visit www.qralgroup.com or contact info@qralgroup.com.

About TGaS Advisors

TGaS Advisors is the leading benchmarking and advisory services firm for commercial organizations in the life sciences industry. With a roster of top 50, emerging and precommercial life sciences companies, TGaS provides robust comparative intelligence and collaborative network membership services. The team includes more than 60 experienced professionals, most with senior-level experience in the life sciences and related industries. To learn more, visit www.tgas.com.