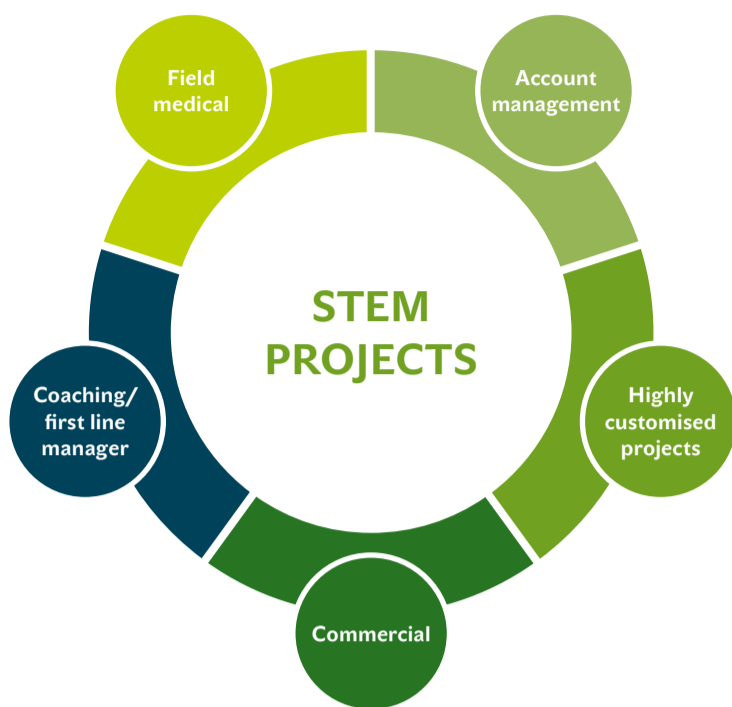


STEM suite of services includes virtual interactions

STEM has extensive experience in projects with virtual interactions

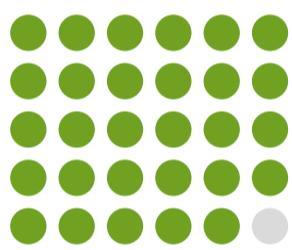


- STEM has extensive experience in projects with field teams that utilise **virtual interactions** (150+ projects), including...
 - Multiple types of field teams**
Sales Teams, Field Medical, KAMs & other speciality types of field teams.
 - Multiple type of customers**
MD, Mid-Levels, Nurses, Pharmacists, Payors and more.
 - Multiple types of technology platforms**
Standard phone calls, teleconferences, webinars, video calls, dedicated remote detailing platforms such as Veeva, etc.
 - Virtual role-plays**
Projects focussing on developing internal capabilities/ skill sets (for both Field Teams and First Line Managers), preparing for something new (Launch, new indication, competitor launch)
- STEM has benchmarks specific to virtual interactions for commercial and medical.

Are you getting the most out of your products and teams?

At STEM, we work with pharmaceutical companies like yours to understand how well your teams are aligned to your brand strategy – and how well that strategy is being executed. Through in-depth interviews and observations,

our experts benchmark their findings against the industry’s largest database, identifying strengths and opportunities, and presenting clear actionable insights that help you to accelerate your performance.



We partner with **29 out of 30** of the world’s top pharma companies

500k

Largest benchmark database in the industry with **500,000** observations

5000

PROJECTS

Data gathered from more than **5,000 projects** in every therapy area

We analyse and benchmark the effectiveness of your...

- ✓ Brand strategy
- ✓ Commercial teams
- ✓ Sales & marketing
- ✓ Medical field teams
- ✓ Market access
- ✓ Account management
- ✓ Virtual interactions



Results and recommendations in just

12 WEEKS

Long-term support with progress measured every

6-12 MONTHS