

# A streamlined approach to value proposition / dossier development and implementation

## Ensuring an efficient and cost-effective process for dossier development

### The challenge

Following the development of previous global value and AMCP dossiers with multiple other vendors, the client had received feedback from internal stakeholders highlighting inefficiency across work streams.

Therefore, the client was seeking to streamline the dossier development process and issued separate RFPs for both GVD and AMCP dossier development to assess how vendors would approach this challenge.

### The solution

We developed a single proposal that responded to both RFPs, outlining a clear process for developing the GVD and subsequent AMCP dossiers, demonstrating the key elements of:

- > Excellence in delivery and client service
- > Economies of scale and experience
- > Working to key clinical and development milestones
- > Considering burden on the cross-functional review process
- > Delivery of the output via an online digital platform.

### Key results

Our proposal was selected by the client, who advised that we were the only vendor to consider all these elements in our response. The project also included our e-v@luate EVIDENCE™ digital platform for GVD delivery to the affiliates.

Based on this, we continued to secure a program of work covering 3 products and 6 indications in a non-competitive selection process based on the unique offering of the e-v@luate™ platform, with follow up planning for early HTA horizon scanning support.

### Value to the client

The client successfully commissioned a full program of dossier development through one efficient vendor selection process. We managed the review process across dossiers and, based on the first GVD, our client received internal feedback from the medical review team that the process was much smoother and more efficient than previous GVD reviews.

Experience and learnings from the GVD process was then applied to subsequent AMCP dossier development to ensure an efficient internal process to minimize burden on reviewers. We also worked with the affiliates to define the optimal format for GVD roll-out via our e-v@luate EVIDENCE™ platform.

