

The logo consists of the letters 'LTI' in a bold, white, sans-serif font.

Let's Solve



A Larsen & Toubro  
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# LTI Life

Physician Sample  
Management

# Background

Consolidation of Physician Samples requirement is a manual process and many times leads to erroneous results in planning and distribution

There is no standard solution for this process of planning and execution specific to Physician sample

The primary feature of the solution is to consolidate National Level Saleable requirements & Physician Sample requirements from Marketing

Based on the available stocks (Saleable + Physician Sample) ,Production Planning process is executed

Physician Samples to be distributed along with other Marketing Material , as per the Marketing Team's direction and plan

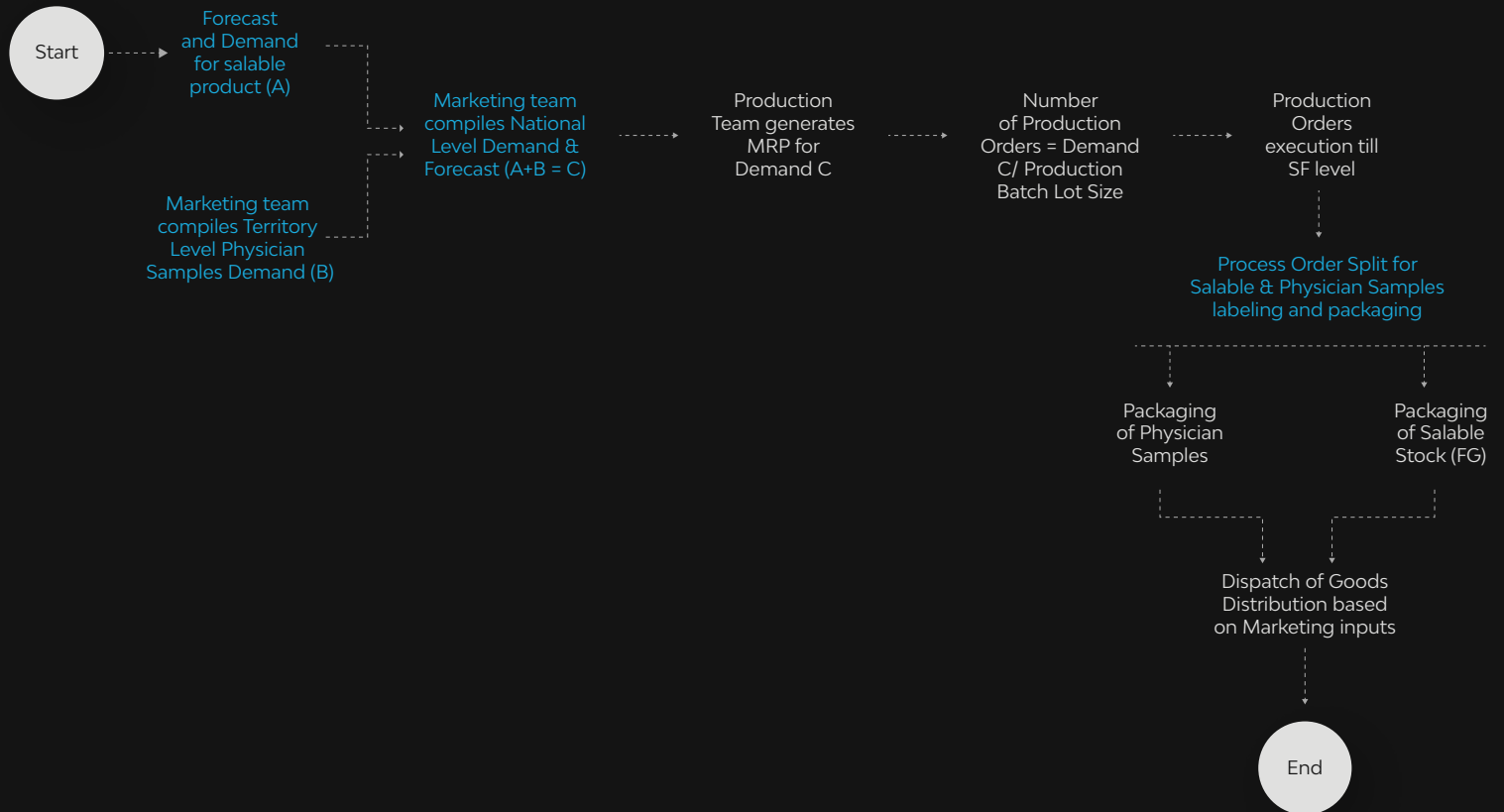
## Highlights of Physician Sample Management

Production of PS to be planned along with the saleable FG

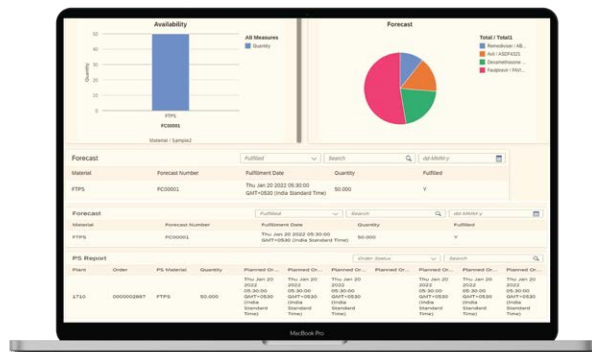
Simplify National level planning for Physician Sample

Simplify distribution planning of Physician Sample

# LS Industry Solution – Physician Sample



## Physician Sample- Dashboard



- LTI Industry Solution
- Standard

# LTI Physician Sample

## Key Facts

- ▶ Simple Territory Level planning & consolidation for FG and PS requirements
- ▶ Dashboard related to PS planning and distribution
- ▶ Auto-adjustment of PS in Batch Lot Size
- ▶ Analytics for Physician Sample Distribution Vs Revenue Growth

## How will LTI solution help?

- ▶ Streamline process of managing Sample
- ▶ Improved National level planning and distribution of Physician samples
- ▶ Ability to track revenue generated Vs distributed samples per region per therapeutic area

# About LTI Life

LTI has a long-term relationship with SAP, which spans over 20 years. In this collaboration with SAP, we are uniquely positioned as Partner, Co-Innovator and Customer. Being the pioneer of the first SAP implementation in India, SAP has deep expertise coupled with an Engineering DNA, which enables our clients to build a robust digital ecosystem.

As our crucial Line of Business, LTI's deep expertise in the Life Sciences domain, coupled with our solutions across digital, automation and smart manufacturing, can help drug makers effectively address industry challenges. LTI strives on optimizing the client's businesses with improving the business process efficiency with robust ERP implementations and application portfolio rationalization.

LTI (NSE: LTI) is a global technology consulting and digital solutions Company helping more than 485 clients succeed in a converging world. With operations in 33 countries, we go the extra mile for our clients and accelerate their digital transformation journeys. Founded in 1997 as a subsidiary of Larsen & Toubro Limited, our unique heritage gives us unrivalled real-world expertise to solve the most complex challenges of enterprises across all industries. Each day, our team of more than 45,000 LTIites enable our clients to improve the effectiveness of their business and technology operations and deliver value to their customers, employees and shareholders. Find more at <http://www.Ltinfotech.com> or follow us at @LTI\_Global.

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