



DataDrill

Helping Life Science Industry Make Sense
of Fragmented, High-Volume Data

Who we are

Founded in 2022 and based in Novi Sad, DataDrill supports life science companies by solving one of their most persistent challenges: making sense of fragmented, high-volume data. We work with CROs, pharmaceutical, biotech, and digital health companies to build systems that deliver reliable, compliant, and actionable insights.

At DataDrill we pride ourselves in delivering solutions which are not only technologically apt, but solve real business problems and challenges. That means starting from identifying gaps, and opportunities and building tools that directly support operational and clinical goals thus reducing manual data preparation time and guaranteeing significant savings annually in operational costs.

We're active members of industry networks including Biovia, Scanbalt, and the Enterprise Europe Network (EEN), which gives us continuous exposure to international best practices and evolving regulatory expectations.

Most of our clients choose to work with us long-term, not just because of the technical quality of our solutions, but because we operate as an embedded partner. We're pragmatic, transparent and structured in how we communicate.

We pride ourselves in accelerating study timelines with clean, connected data and creating fit-for-purpose architecture from day one.

DataDrill – your embedded data engineering partner for operational agility.

What we do

We help life sciences and health-focused organizations make smarter, faster decisions by delivering data-driven software solutions that fit the organization's operational reality. Our services are grouped into four core categories:

Data Engineering & Software Development

Helping organizations structure, process, and make use of their data.

- **Custom Software Development:** Purpose-built systems that align with regulatory and clinical requirements
- **Data Tracking:** Real-time insight into data flows and key operational indicators
- **Data Visualization:** Interactive dashboards for informed decision-making
- **Analytics:** Extracting value from complex datasets through statistical models
- **Integration:** Unifying data from disparate systems (e.g. EDC, EHR, LIMS)

Rapid Product Development

Turn your concept into a working product – faster, safer, and with real-time validation.

- **Product Feature Prioritization:** Identify what to build first and why
- **Data Validation:** Make decisions backed by real-world data, not assumptions
- **Prototype Design:** Modular MVPs ready for testing and iteration
- **User Feedback Loops:** Constant iteration driven by user behavior and Continuous iteration through in-app analytics, user interviews, and sprint-based feedback cycles.

DevOps & Scalable Cloud Architecture

Reliable infrastructure that scales with your workload and risk profile.

- **Cloud Migration and Modernization** to a more secure and cost-effective cloud infrastructure.
- **Infrastructure as Code: Scalable, repeatable environments via automation.**
- **CI/CD Pipelines:** Faster deployments with fewer errors.
- **Monitoring & Performance:** Full visibility into system health and uptime.

You can find more information about specific service detailed scope on request.

AI & Machine Learning Applications

Practical AI tools that enhance—not replace—human decision-making. DataDrill delivers both the technical implementation and integration services, ensuring AI becomes a functional part of daily workflows in regulated environments.

- **Practical AI tools that enhance:** not replace—human decision-making. DataDrill delivers both the technical implementation and integration services, ensuring AI becomes a functional part of daily workflows in regulated environments.
- **Natural Language Processing (NLP):** Implementation of AI pipelines and applications that extract meaning from unstructured clinical and operational data.
- **Predictive Analytics:** Development and deployment of forecasting models that anticipate trends, behaviors, and outcomes in pharma and biotech, tailored to your historical and live data.
- **Custom ML Models:** End-to-end design, training, and validation of machine learning models based on your internal datasets and specific business objectives.
- **AI-Powered Assistants:** Building and integrating chatbot-like tools that assist users in repetitive tasks.
- **Data Automation:** Engineering intelligent workflows that reduce manual tasks by integrating AI into data pipelines, dashboards, and reporting tools.

Meet our senior leadership



Vuk Ćatović
BDM

Vuk's focus is on understanding the real challenges behind a client's business and helping them find the right solutions to optimize or scale. He works closely with biotech, pharma, and clinical operations teams to identify gaps, clarify complexity, and guide them toward practical improvements.



Tanja Komnenović
Operations Manager

Tanja makes sure everything runs smoothly, inside the team and with clients. She turns goals into clear, trackable workflows and keeps projects on time, communication structured, and handoffs seamless. Clients value her calm, organized, no-nonsense approach.



Marko Lazarević
Tech Lead

Marko ensures every solution works exactly as clients need it to. With deep expertise in data engineering and system architecture, he builds scalable, reliable systems that perform in real-world use. Clients trust him for asking the tough technical questions early and delivering stable, compliant, and future-proof solutions.



Stefan Tofilovic
Chief Executive Officer

Stefan founded DataDrill with a clear vision: life sciences data is too valuable to sit in silos or spreadsheets. Combining technical expertise with industry insight, he focuses on scaling the right way, building lasting client relationships, solving fewer things but solving them better, and ensuring every engagement delivers real long-term value. He leads by staying close to clients, listening first, and driving meaningful impact.

How we helped organisations like yours

Case Study 1

Post-Merger Cloud Migration & Modernization

When a global life sciences leader acquired a regional data platform, they faced the daunting challenge of merging a fragmented AWS-based environment into their enterprise-wide Azure ecosystem, without disrupting operations.

DataDrill executed a seamless migration of 2.5TB of critical data, containerized 100+ backend services, and rebuilt outdated CI/CD pipelines, all while ensuring zero major downtime. Leveraging Azure Kubernetes Service, Terraform, and automated GitLab pipelines, we delivered a secure, fully cloud-native infrastructure.

The impact was immediate:

70%

faster
deployment
cycles for new
features

40%

improvement in
system
performance
under load

100+

hours saved
per month in
manual
maintenance

€180,000+ projected
annual savings from
reduced downtime
and leaner
infrastructure

ROI: The modernization paid for itself in under 12 months, enabling faster innovation, lower operational costs, and future-ready scalability. The same approach can help other life sciences and healthcare firms accelerate digital transformation with minimal risk and maximum return.

Case Study 2:

AI-Powered Pharmaceutical Pricing Calculator

A global life sciences company's market access team was stuck with slow, Excel-based pricing models dependent on a single expert. Calculating treatment costs for oncology drugs across global markets took hours, limiting agility and accuracy in pricing strategy.

We developed an end-to-end automated pricing platform featuring:

- 50 custom crawlers for independent price data collection
- An AI agent to parse complex FDA dosage PDFs into structured data
- A configurable dashboard for real-time scenario modeling (wastage rules, package combinations, multi-market views)
- Best-price algorithms for cost optimization

The transformation was dramatic:

Scenario calculations cut from hours to under 5 minutes

80+
analyst hours freed up monthly

€200,000+
projected annual savings from efficiency gains and faster market access planning

100%
pricing accuracy validated against legacy models

ROI: The solution delivered full return on investment within the first year, giving the client a scalable, auditable, and flexible tool to drive competitive pricing strategies. Similar solutions can help pharma and biotech organizations streamline global pricing, improve decision speed, and eliminate bottlenecks.

Case Study 3:

Real-Time Market Access Analytics Platform

From scattered spreadsheets to instant global insights. A leading global life sciences company struggled with fragmented market access, pricing, and reimbursement data across 40+ countries, all processed manually through spreadsheets and siloed systems. We delivered a centralized, AI-powered analytics platform that automated data ingestion, provided real-time insights, and introduced intelligent search and scenario-planning tools.

The Result?

1,000+

users in 15+ countries now access structured, real-time HTA, reimbursement, and regulatory data instantly

50+

national datasets unified into one analytics environment

60%

reduction in manual data preparation

€200,000+

annual savings in operational costs

Full ROI in under 12 months at delivery rates 50% faster than generalist providers

By replacing manual workflows with automation, the client now reacts to market changes in hours instead of weeks, enabling faster, data-driven decisions that directly impact global market entry strategies.

Case Study 4:

AI-Powered SQL Query Assistant

From slow, costly chatbot to lightning-fast AI-powered search. A top life sciences organization relied on a legacy chatbot with limited data access, covering just 20 fields, delivering slow responses, and costing too much to run. In just 21 weeks, we built and deployed a domain-specific SQL AI agent capable of interpreting natural language and querying over 250 curated fields across HTA, pricing, reimbursement, regulatory, and clinical trial datasets.

The Result?

35%

faster query responses

15%

lower cost per query

10x

data coverage increase (20 → 250+ fields)

Hundreds of analyst hours freed each month

Annual savings estimated in the low six figures

Now, complex HTA, pricing, and regulatory questions are answered in seconds instead of days, with full observability, role-based access, and production-grade stability, a scalable blueprint for AI adoption in regulated, data-intensive industries.

Why Clients Choose DataDrill

We don't just deliver projects—we help teams get clarity in complex environments.

Our role is to ask the right questions, design only what's needed, and move fast when it matters. Our industry specific knowledge and specialization helps us perform our task with much more ease and precision cutting the labor time needed to perform certain tasks.

What we bring to the table:

- Deep experience in regulated industries (pharma, biotech, CROs)
- Technical teams that understand business—not just code
- Proven track record across data, cloud, AI, and product delivery
- Fast, iterative execution with full transparency
- Built-in compliance, auditability, and documentation in every engagement
- Ongoing partnerships, not one-off handovers

What sets us apart:

- Focused exclusively on life sciences and health data
- Embedded collaboration: we work like part of your team
- Every solution is grounded in real use-cases, not tech hype
- Preferred by teams who've already tried "off-the-shelf" and moved on

Contact & Next Steps

Request a discovery call, send RFP, schedule a workshop

Free workflow audit

We offer a no-commitment session to better understand your writing process and identify where things slow down. It's our way of learning before suggesting anything.

Test a prototype, no commitment

We can build and share a working version based on your workflow. You only move forward if it proves genuinely useful.



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