



Capabilities and Vision

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The Life Science PLO Software



Agenda

- Intro
- Capabilities
- Analytics
- Integration
- Security
- Vision





“Every Life Science company should have a clear understanding of the information and the journey of their products, from idea to launch and beyond”



The Problem

Pharmaceutical companies today use traditional PPM for project management, RIMS for regulatory, SAP for costs, Excel for Business Cases, and pray everything aligns.

The result? Nobody really knows where products have been launched, with which packaging, in which markets, and whether forecasts were accurate.

The Solution

Platflow is the only platform where product, project, and market live together.

You know exactly which formulation, with which packaging, was launched where, with which Business Case - validated not just by corporate but by local markets also.



The Life Science

Product

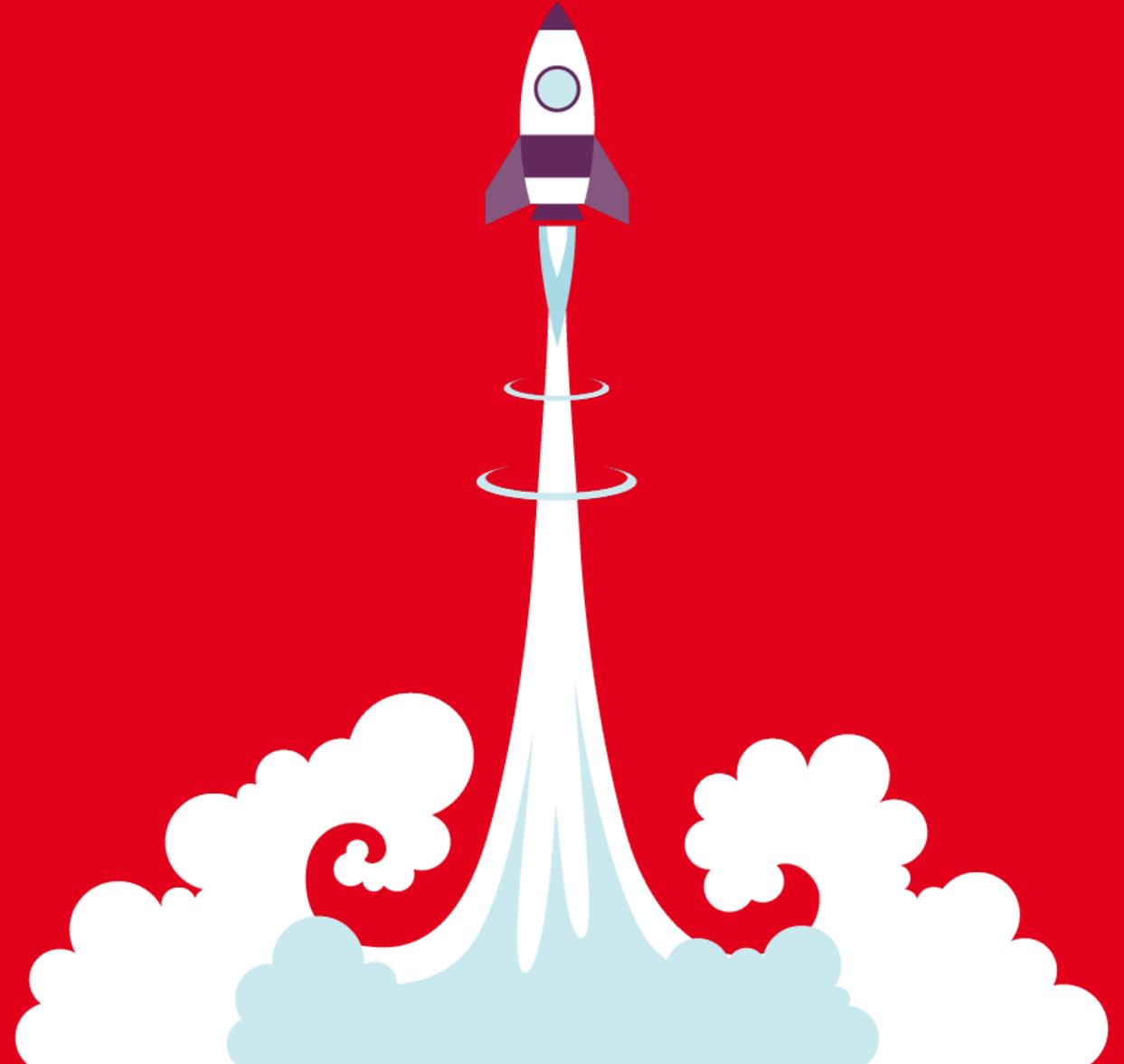
Launch

Orchestration

Platform (**PLO**)

From Molecule to Market.
Everything in One Place.

What is Platflow?

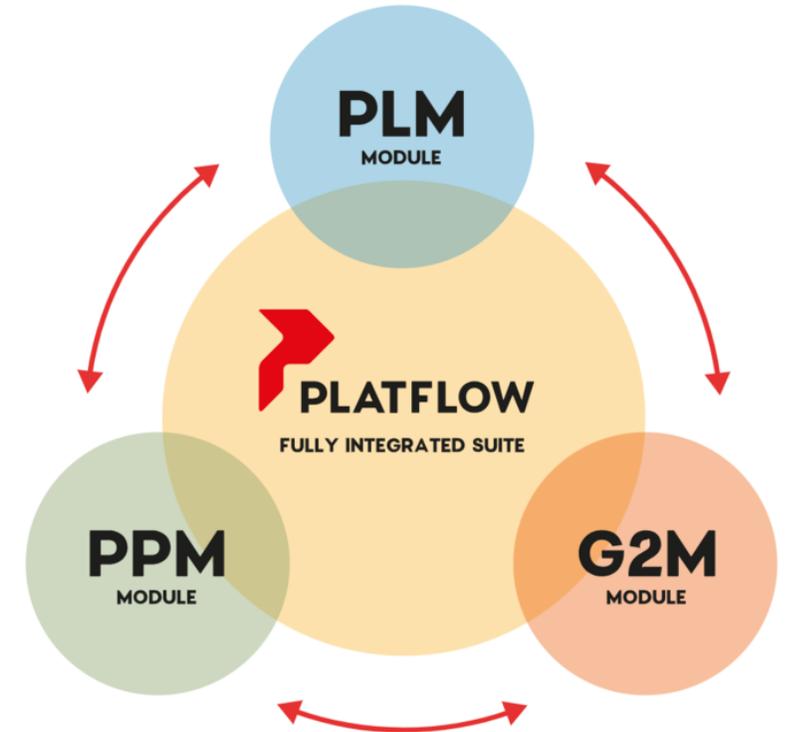


- *PLO is more than traditional PPM - it's orchestration.*
- *Traditional PPM manages projects in isolation.*
- *We manage pharmaceutical products on their journey to market:
from formulation, to packaging, to Business Cases for each market, to launch.*
- *With us, you know exactly what you launched, where, and whether your forecasts were right.*

1. Product Intelligence (UI Concept)

All product information in one single place:

- Unique Identifier (UI) that connects everything
- SKU, API, Formulations
- Complete packaging (Type, Size, Primary & Secondary)
- Product lifecycle from concept to obsolescence

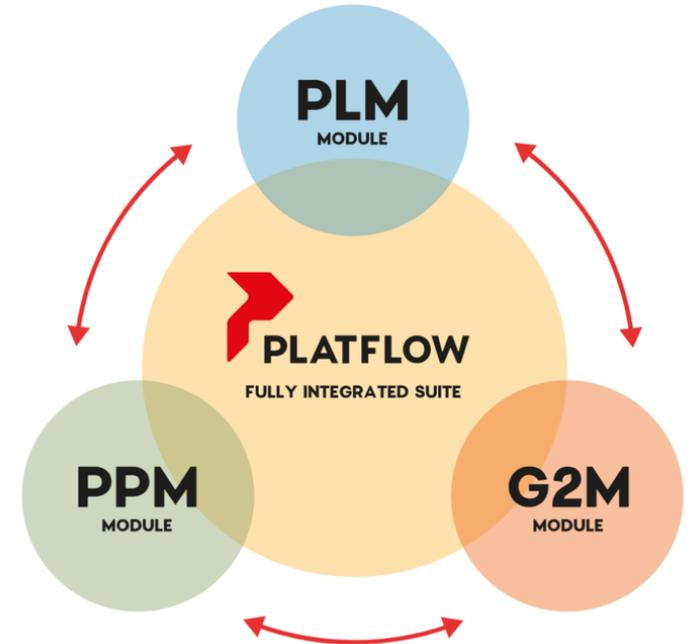


You don't manage only projects. You manage products. And you know everything about each one.

2. Launch Orchestration

Management of every NPD (New Product Development) & Launch type with dedicated workflows:

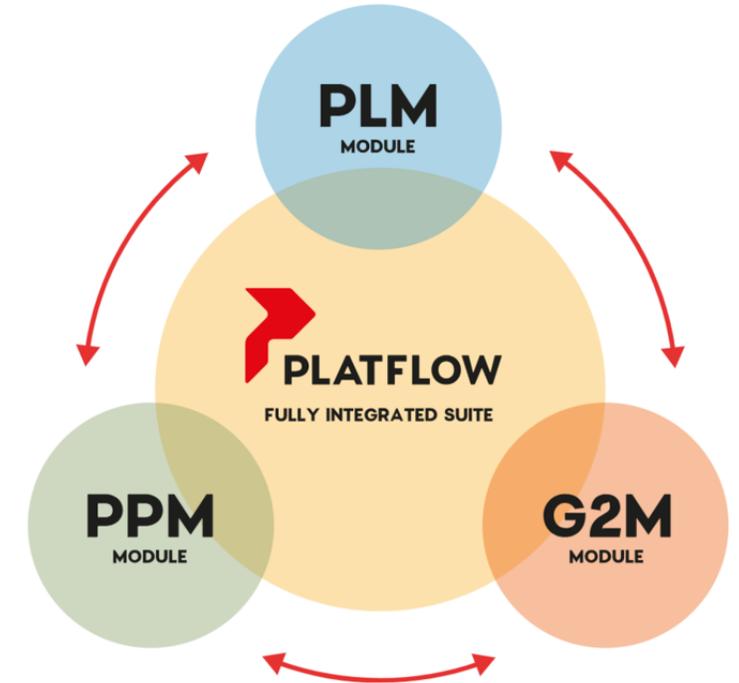
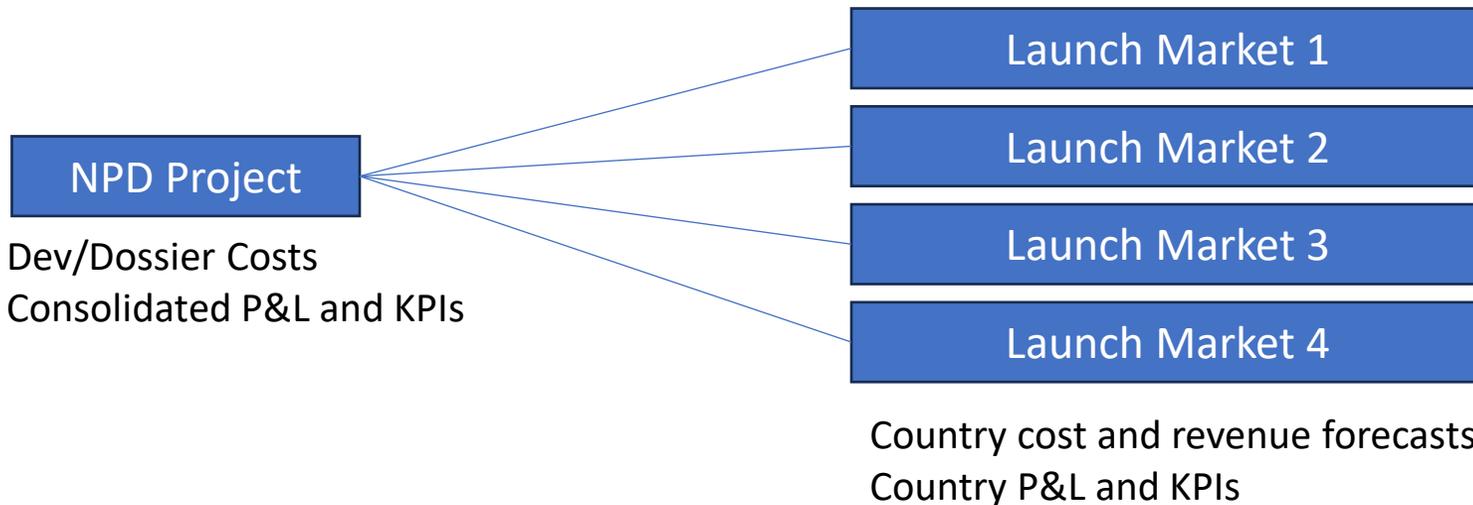
- New Product Development (NPD)
- Global Launch
- Local Roll-out
- Licensing In / Co-development
- Contract Manufacturing
- Streamlining / Pruning



Every project type has its own path. Finally, a platform that understands this.

3. Business Case Reality

1. Top-Down Business Cases for fast approvals in early stages
2. Bottom-Up Business Cases with real data from local markets
3. Local team commitment integrated into forecasts

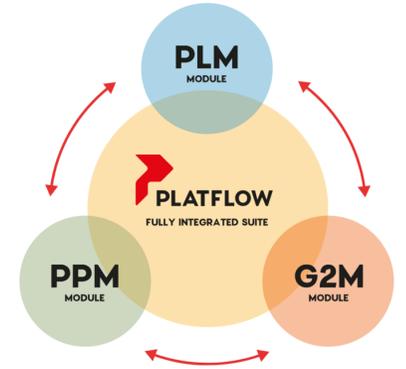


No more forecasts that crumble at first contact with reality. Your Business Cases include the voice of the markets.

4. Single Source of Truth

One platform, all information, **From**

- **ERP / SAP (Finance & Product Master Data):** Budget and actual costs & SKU master data
- **RIMS (Regulatory Information):** Formulations data & Regulatory submission status
- **AD/LDAP (Identity Management):** User authentication and provisioning
- Role-based access control
- **Native in Platflow (Simplified Data Entry):** Business Case data (Top-Down & Bottom-Up) & Launch planning and timelines & Market-level forecasts and commitments

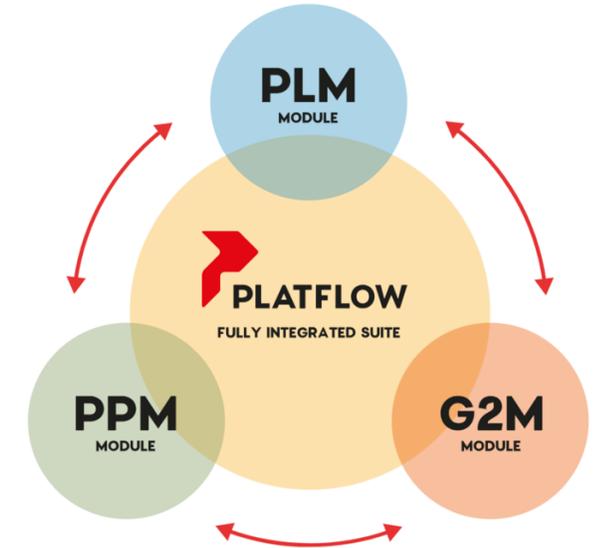


*End of scattered Excel files. End of meetings to align data. **One truth, shared.***

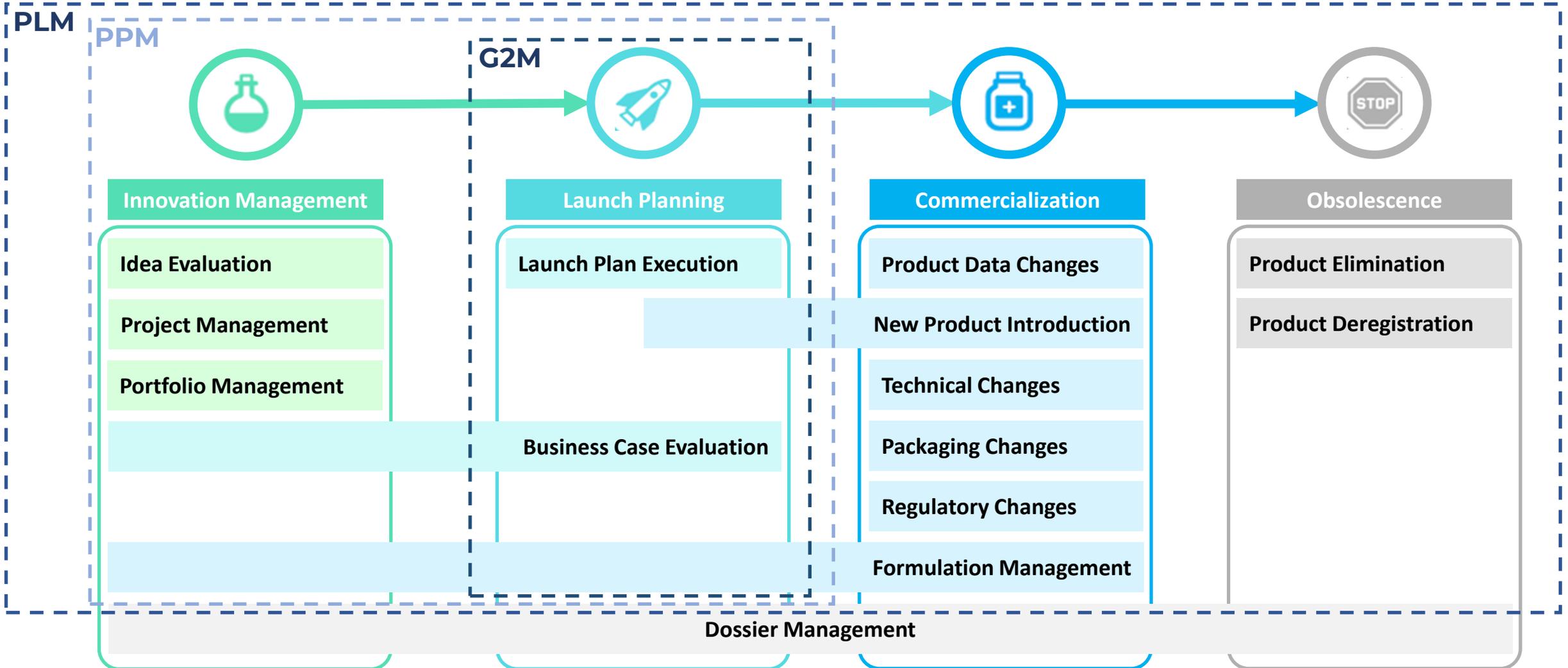
Platflow Integrated Modules

Each module works **independently** from the others and can be easily **integrated** with your existing **IT system**.

1. **PLM** (Product Lifecycle Management): single source of truth for **product data**, their composition, changes, NPI and other processes.
2. **PPM** (Project Portfolio Management): manage innovation **projects**, keeping track of time, cost, resources, and risks. Stage & Gate.
3. **G2M** (Go To Market): manage **product launches**, controlling the forecasted revenues, costs and benefits. Calculate P&L and KPIs



How our modules cover the processes:



Capability	Traditional PPM	Platflow
Project/Program/Portfolio Management	✓	✓
Product Data (UI, SKU, API)	✗	✓
Packaging Management	✗	✓
Launch Type Workflows	✗	✓
Top-Down Business Case	✓	✓
Bottom-Up Business Case	✗	✓
Market-level visibility	Limited	Complete

Thanks a lot



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SCAN ME



- For **Portfolio Management**

Pain: "I don't have visibility on where my products are in their lifecycle and what decisions to make"

Message: *"Platflow gives you the complete view: every product, every formulation, every market, every stage. Portfolio decisions based on real data, not manually aggregated Excel files."*

- For **Program & Project Management R&D**

Pain: "I manage projects but don't have the product and market context"

Message: *"You no longer manage isolated projects. You manage the launch of a specific product, with its formulation, its packaging, its markets. Everything connected, everything visible."*

- For **Controlling**

Pain: "Business Cases are always wrong, forecasts never come true"

Message: *"Business Cases that include real data from local markets, not just corporate estimates. Forecast accuracy improved by 30% because those who will sell the product contribute to the forecasts."*