빠르게 성장하는 약물감시 SaaS 리더



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SaaS

방갈로르에 본사를 두고 미국, 영국, 유럽에 지사를 두고 있는 빠르게 성장하는 클라우드 네이티브 SaaS 회사로, 글로벌 생명과학 산업을 위한 약물감시(PV) 및 임상시험 IT 솔루션을 전문으로 합니다. 이 회사는 접수, 사례 처리, 규제 제출, 신호 감지를 결합한 올인원 플랫폼을 제공하여 IT 비용을 최대 70%까지 절감하고 규정 준수 시간을 30%까지 단축합니다.

2017년에 설립된 이 회사는 인도에 65명 이상의 직원으로 구성된 도메인 전문 팀을 보유하고 있으며, 15개국 이상에서 100개 이상의 직접 고객과 160개 이상의 최종 고객을 지원하고 있습니다.

핵심 플랫폼 기능

- AS2 게이트웨이를 통한 통합 PV 데이터베이스
- 웹, 이메일 및 MICC 수신 모듈
- 사례 처리, 자동 내러티브, 신호 감지
- E2B R2/R3 지원 및 실시간 분석
- 통합 CTMS, EDC, eTMF, ePRO, IWRS 및 eConsent 모듈

차별화

- 사례 예약, 분류 및 처리를 위한 AI 기반 자동화
- 엔드투엔드 통합 시스템(레거시 스택의 파편화된 도구와 비교)
- 내장된 규정 준수 도구(예: 제출, 보고)
- 인도 10대 제약사 중 상위 3개사가 신뢰하는 기업

전략적 발자국

TARGET PRICE

$ 12,500,000

GROSS REVENUE

$ 5,000,000

EBITDA

$ 2,250,000

BUSINESS TYPE

소프트웨어 및 SAAS

COUNTRY

인도

BUSINESS ID

L#20250961

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- 인도, 미국, 영국 및 더 넓은 유럽에서 강력한 입지를 확보하고 있습니다.
- 글로벌 CRO에 포함 및 파트너십을 통한 확장(예: Wipro, Persistent, Cognizant)
- 250개 이상의 임상 연구에서 활발히 사용

비전

- 2025: AI 주도의 약물감시 워크플로 자동화
- 2030: 시장 점유율 30%를 차지하는 글로벌 톱 10 태양광 IT 공급업체로 도약하기

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