

INDGN/SE/2024-25/129

March 26, 2025

BSE Limited, Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai- 400001, India. Scrip Code: 544172	National Stock Exchange of India Limited Exchange Plaza, C-1, Block G, Bandra Kurla Complex, Bandra (E), Mumbai - 400 051, India. Trading symbol: INDGN
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Dear Sir / Madam,

Sub: Investor Presentation

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations 2015, please find enclosed a copy of Investor Presentation for the upcoming Analyst/Investor meet.

The aforementioned presentation has been uploaded on website of the Company: <https://www.indegene.com/>

This is for your information and records.

Thanking you,

Yours sincerely,

For Indegene Limited

Srishti Ramesh Kaushik
Company Secretary and Compliance Officer



Indegene Limited

Third Floor, Aspen G-4 Block, Manyata Embassy
Business Park (SEZ), Outer Ring Road, Nagawara,
Bengaluru- 560 045, Karnataka, India

Phone: +91 80 4674 4567, +91 80 4644 7777
www.indegene.com

CIN: U73100KA1998PLC102040



Indegene's Approach to Gen AI

March 2025

Trends in Embedding LLMs into Business Processes




Initial Phase: Prompt Engineering	Intermediate Phase: Retrieval-Augmented Generation (RAG)	Current Phase: Agents and Multi-Agent Orchestration
<ul style="list-style-type: none"> Zero-shot, few-shot: Basic interaction with foundational models using explicit prompts. Limitations: Inconsistent outputs, prone to hallucinations 	<ul style="list-style-type: none"> Responses grounded in curated external knowledge sources. Limitations: Limited active reasoning capability 	<ul style="list-style-type: none"> Autonomous, reasoning-capable agents collaborating in real-time Enhanced accuracy and contextual reliability Tools, memory, and reasoning support

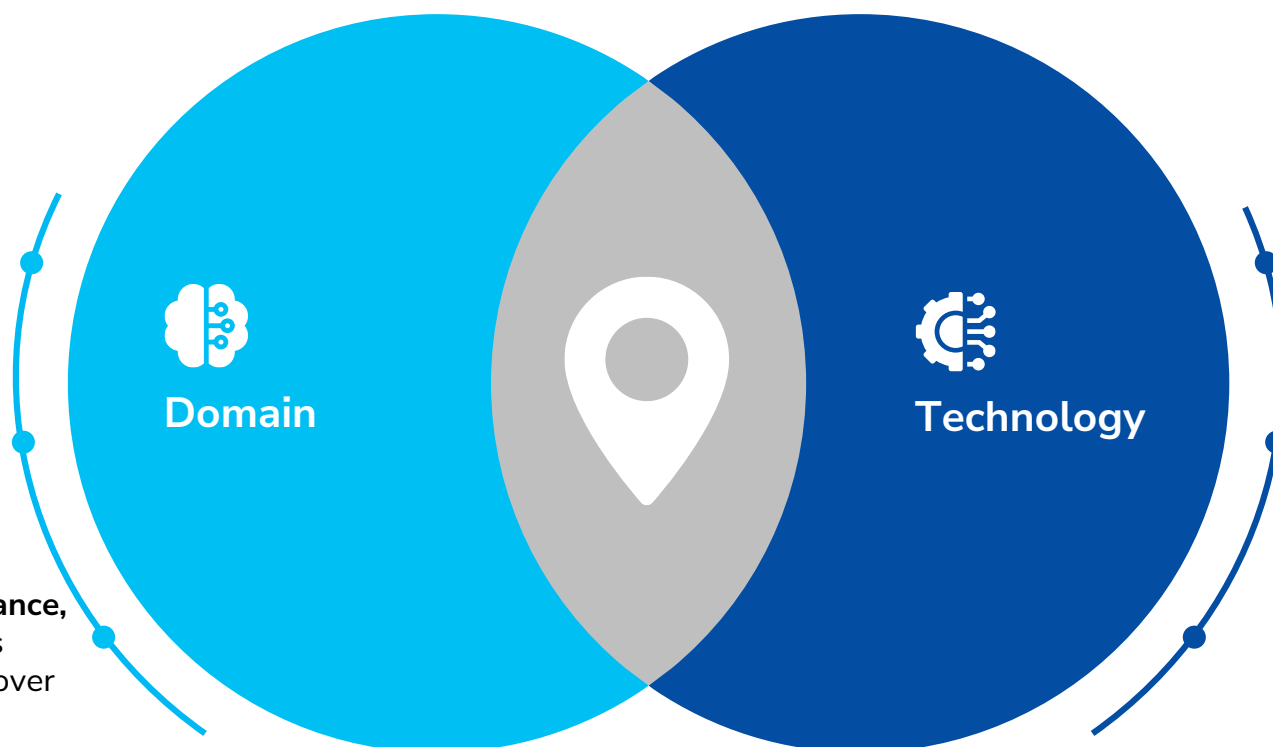
Increasing model capabilities, modalities, access, guardrails, and performance + maturing interoperability standards

Current Challenges	 <p>Domain Gap Lack of deep domain-specific context</p>	 <p>Validation Issues Difficulty validating agent output and decision logic</p>	 <p>Change Management Complexity integrating agentic-workflows</p>	 <p>ROI Realization Challenges in use-cases and reducing time to true ROI</p>	 <p>Regulatory Concerns Compliance and risk management complexity</p>
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Our PoV on Building Agentic Business Applications

Current Trends

-  Increasing perspective that **AI agents** will manage application logic
-  **Agentic workflows** will drive technology enablers in business processes refactoring
-  Platform based approach to support **compliance, governance, data** integration and systems integration needs preferred over point solutions.



Importance of Knowledge Engineering

-  **Codification:** Ontologies and taxonomies with domain- and business-specific relationships
-  **Reasoning Enhancement:** structured knowledge improves reliability
-  **Regulatory Alignment:** Direct mapping to compliance and governance – auditable traceability

Knowledge First, Agents Follow:

Expert-curated domain knowledge graphs augmenting business process agents leads to shorter time to ROI.



indegene®

True Verticalization Approach

Revised SDLC with Domain Experts owning GenAI services and Engineering consuming those services

in|idegene

All Prompts
Published Prompts
Collections
Agent Chains
Models

Project Name

CIOMS Notes Extraction

Use Case

Extracts structured data out of the CIOMS narrative text.

Update

Publish Prompt?

Make available for API access

Publish

Compose

GPT 3.5-turbo

B

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Normal

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A

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1. Read the provided summary note and extract the following information:

- The specific adverse events reported for the patient along with the onset date of when the events occurred, and the name of the medication causing the adverse events, the start and end date when the medication was taken, along with the reason for prescribing the medication.
- Any past medication that the patient has taken with the reason for taking each of those medications with the start and end date for each of these medications.
- Any disease or diagnosis the patient has as part of their medical history.
- Any lab tests mentioned in the summary note.
- The patient's vital signs measurements, including any vital sign measured and its corresponding value.

2. Create a JSON object with the following fields:

- adverse_events**: a list of objects, where each object is a single event and has the following fields:
 - event: string
 - onset_date: string
 - medication: string
 - indication: string
 - medication_start_date: string
 - medication_end_date: string
- past_medications**: a list of objects, where each object has the following fields:
 - medication: string
 - indication: string
 - start_date: string
 - end_date: string
- medical_history**: a list of objects, where each object has the following fields:
 - diagnosis: string
 - lab_test_results: null or a list of objects, where each object has the following fields:
 - test_name: string
 - result: string
- vital_signs**: an object, with the following fields:
 - admission: an object, with the following fields representing the patient's vital signs measurements at admission:
 - temperature: string
 - pulse: string
 - respiratory: string
 - blood_pressure: string
- during_adverse_event**: an object, with the following field representing the patient's vital signs measurements during the adverse event:
 - measurements: a list of objects, where each object has the following fields:
 - vital_sign: string

Tests

Passed

2

Failed

0

Untested

7

\$ 0.0032

Average Cost

\$ 1.1973

Accumulated Cost

P

GPT-4 generated complex test case

Last Run: May 9, 2023, 09:27 AM

\$ 0.0037

>

U

Setral Adverse Event: Severe Dizziness, Shortness of Breath, Chest Pain

Last Run: May 17, 2023, 10:04 AM

\$ 0.0029

>

P

Setral Adverse Event: Acute Pancreatitis in Hypertensive Diabetic Patient

Last Run: May 9, 2023, 09:27 AM

\$ 0.0029

>

U

Setral Adverse Event: Dizziness and Nausea in Hypertensive Patient

Last Run: --

\$ --

>

U

Adverse Event Report for Setral

Last Run: --

\$ --

>

U

Adverse Event Report for Setral

Last Run: --

\$ --

>

U

Patient Narrative of Adverse Event to Setral

Last Run: --

\$ --

>

U

Setral-induced Acute Liver Injury in a Patient with Hypertension

Last Run: --

\$ --

>

U

Adverse event report for Setral - Severe headache and nausea

Last Run: --

\$ --

>

Run AI

AI Generate Test

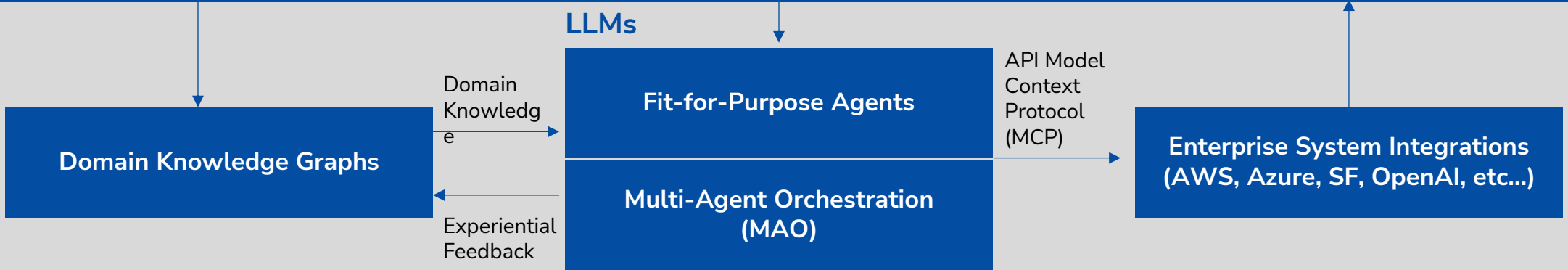
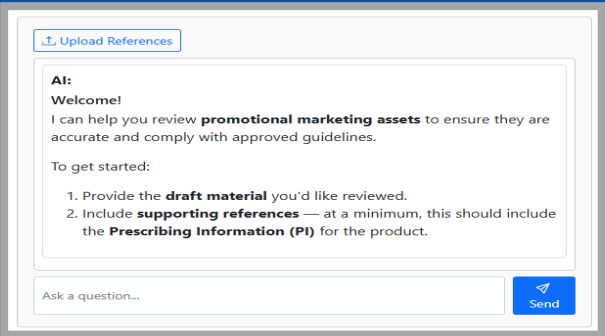
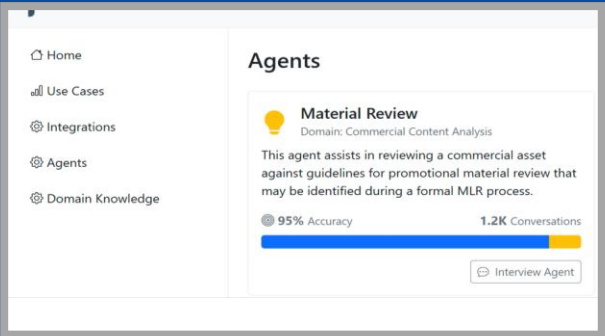
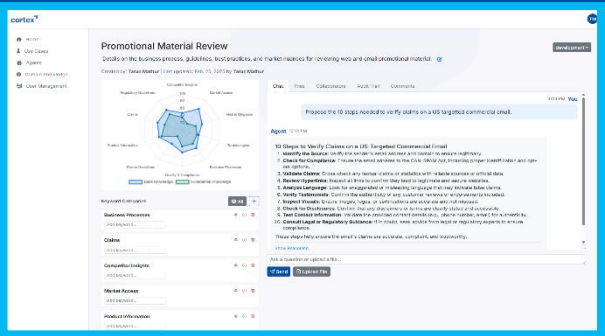
Add Test

Cortex

Designed to scale the adoption of LLM-based verticalized agents across use cases with a pragmatic enterprise-grade approach

Knowledge Engineering Led By Domain Experts

Business Applications (Use Cases) Built With Agents



Cortex

Knowledge Engineering Interface (KEI):

The KEI allows subject matter experts to codify domain process knowledge into knowledge graphs using a domain expert friendly interface.

It facilitates evaluation of the depth and quality of the codified knowledge as well as continuous improvement.

These domain knowledge graphs capture the nuances and details about domain specific processes and tasks that are unlikely to be present in pre-trained models and benefit from continuous improvement.

Home

Use Cases

Agents

Domain Knowledge

User Management

Promotional Material Review

Details on the business process, guidelines, best practices, and market nuances for reviewing web and email promotional material.

Created by: Tarun Mathur | Last updated: Feb. 25, 2025 by Tarun Mathur

Regulatory Guidelines

Competitor Insights

Market Access

Risk & Mitigation

Terminologies

Business Processes

Quality & Compliance

Promo Guidelines

Product Information

Claims

Base Knowledge

Experiential Knowledge

Keyword Categories

Business Processes

Claims

Competitor Insights

Market Access

Product Information

Chat

Files

Collaborators

Audit Trail

Comments

10:14 PM You

Propose the 10 steps needed to verify claims on a US targeted commercial email.

Agent 10:14 PM

10 Steps to Verify Claims on a US-Targeted Commercial Email

1. Identify the Source: Verify the sender's email address and domain to ensure legitimacy.

2. Check for Compliance: Ensure the email adheres to the CAN-SPAM Act, including proper identification and opt-out options.

3. Validate Claims: Cross-check any factual claims or statistics with reliable sources or official data.

4. Review Hyperlinks: Inspect all links to confirm they lead to legitimate and secure websites.

5. Analyze Language: Look for exaggerated or misleading language that may indicate false claims.

6. Verify Testimonials: Confirm the authenticity of any customer reviews or endorsements included.

7. Inspect Visuals: Ensure images, logos, or certifications are accurate and not misused.

8. Check for Disclosures: Confirm that any disclaimers or terms are clearly stated and accessible.

9. Test Contact Information: Validate the provided contact details (e.g., phone number, email) for authenticity.

10. Consult Legal or Regulatory Guidance: If in doubt, seek advice from legal or regulatory experts to ensure compliance.

These steps help ensure the email's claims are accurate, compliant, and trustworthy.

Show Reasoning

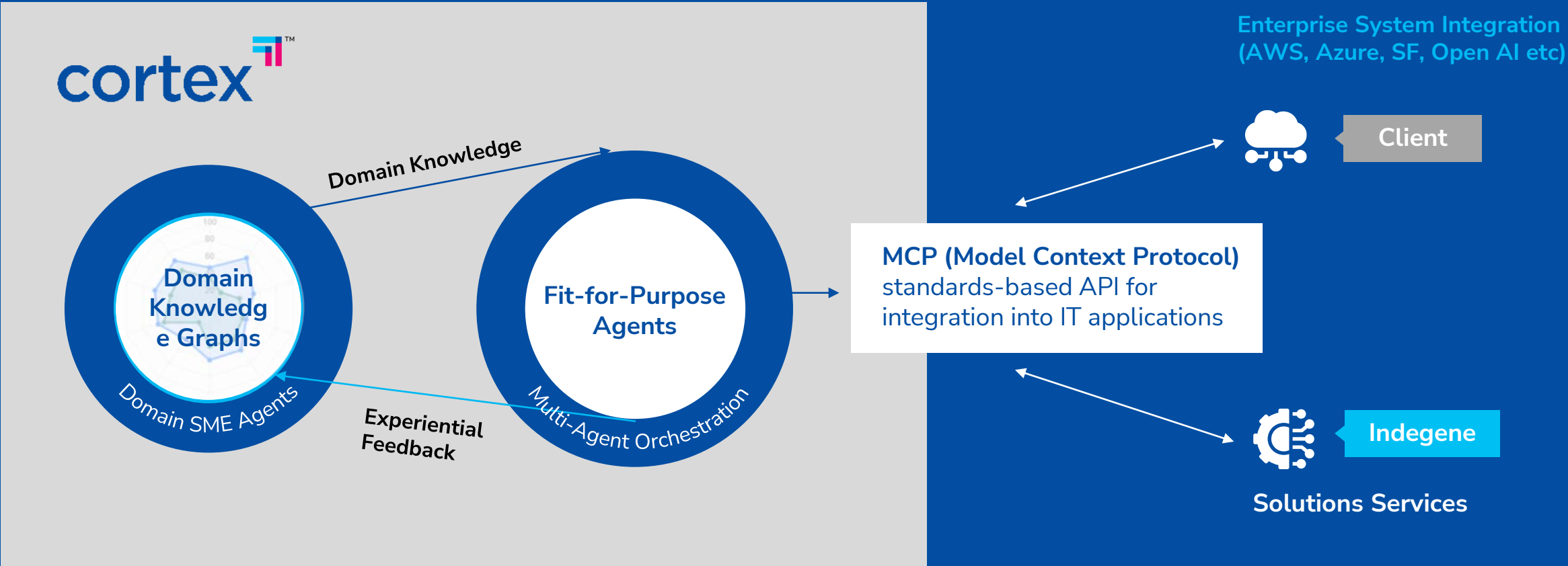
Ask a question or upload a file...

Send Upload File

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7

Cortex Interoperability for IT Application Integration



Executive Summary of Indegene's View



Agents and Multi-Agent orchestration bring us closer to embedding **LLMs into business processes** with tangible ROI.



Successful transformation of business processes through technology will depend on a **knowledge engineering mindset** connecting **domain experts to the technology** in innovative ways.



A platform approach facilitates the shift of **fragmented point solutions into agents powering application logic** resulting in shorter time to ROI and increased compliance, governance, and scalability.



Leveraging modern agent interoperability standards and / or protocols allows enterprise IT to adopt agents into business processes with more control and personalization.



Thank You!

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Gen AI in Commercial

March 2025

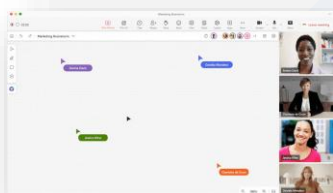
Gen AI-Powered Agentic Workflows in Commercial



Agent Driven Content Creation & MLR Automation

- Accelerating creative, copy, and modular content production using Content Agents

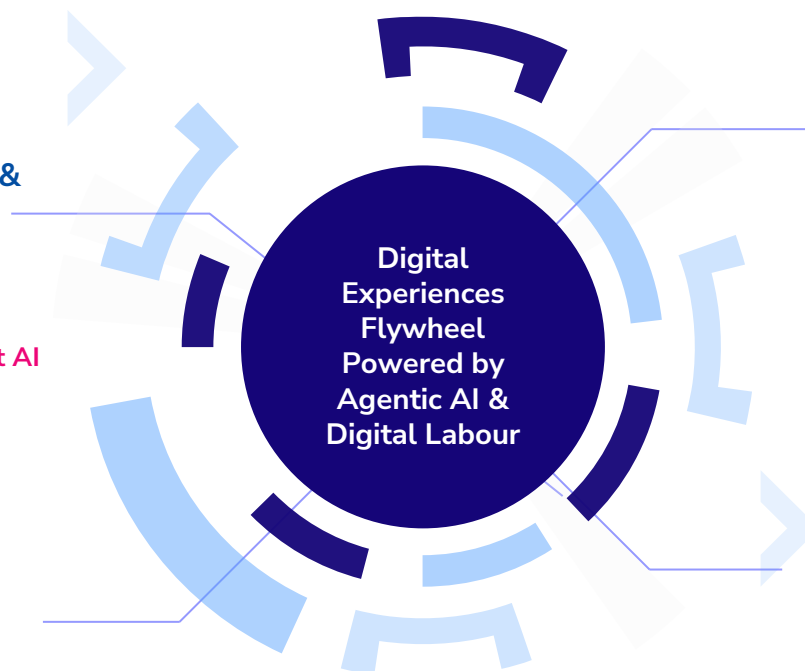
E.g. Transcreation, KOL Video, Content AI



Workflow & Collaboration

- Conversational interfaces & automated task management

E.g. Virtual Liaison



Experience Delivery & Activation

- Contextual and human-like experience in delivery with immersive channels

E.g. Digital Avatar



Analytics & Optimization

- Digital agents working 24x7 to mine insights from content & interactions

E.g. Semantic Search



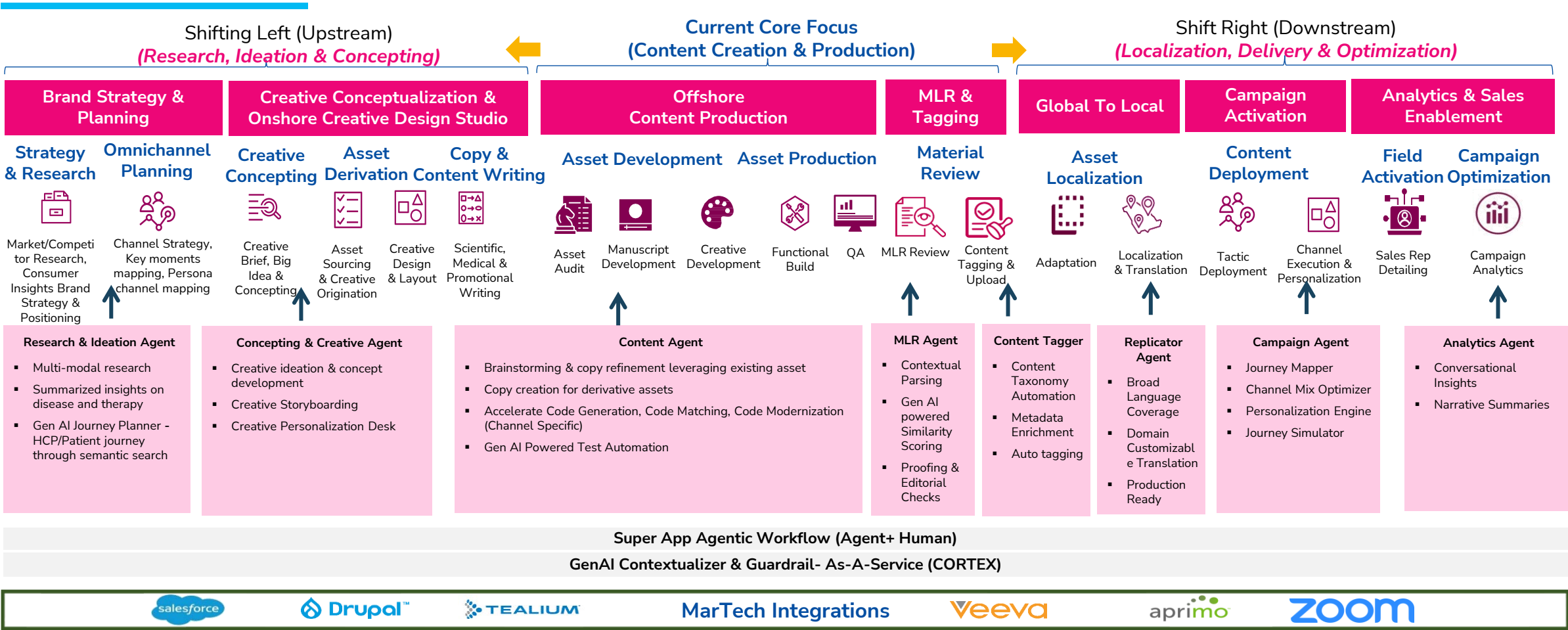
Front-runners

Providers ahead of the Fast-followers and rank in the top 35th percentile of the profiled firms

Indegene as a **Front-Runner** in its
“**AI-Ideas to Action**”
Operationalizing Generative AI in
Life Sciences’ Market Report

-2025

Expanding Focus & Disrupting Value Chains With Gen AI

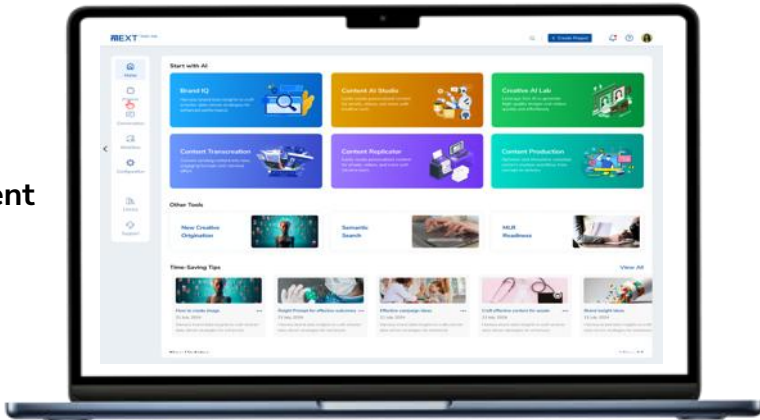


Super Agent – Gen AI Operating System for Commercial

Personalization at Scale Becomes the Standard, Not the Aspiration

Indegene®
Enterprise Content
Super Agent

Powered by
Cortex



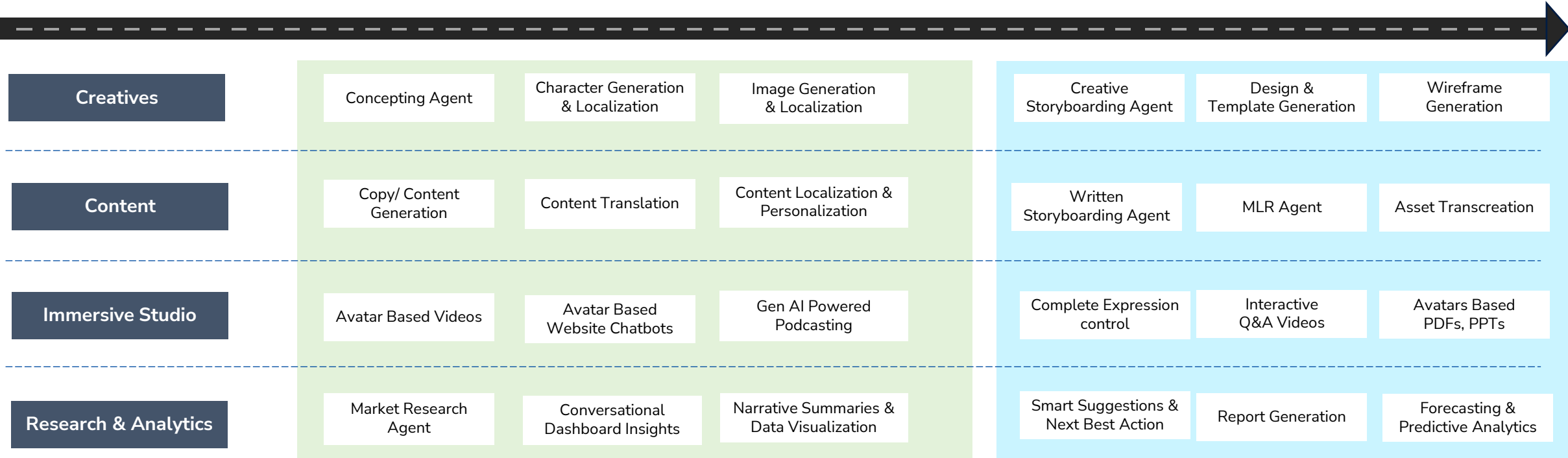
GenAI Instant Content & Experience
with
Trust & Global Scale
Powered by
3P (Precision, Personalization, Performance)

Impact	3x Variation in Creative Personalization	Asset creation in real time	45% Hyper Automation in Replication
	More Impactful Content	Hyper Personalization (n=1)	Real-time engagement insights and recommendations

Enabling Value Through Super Agent

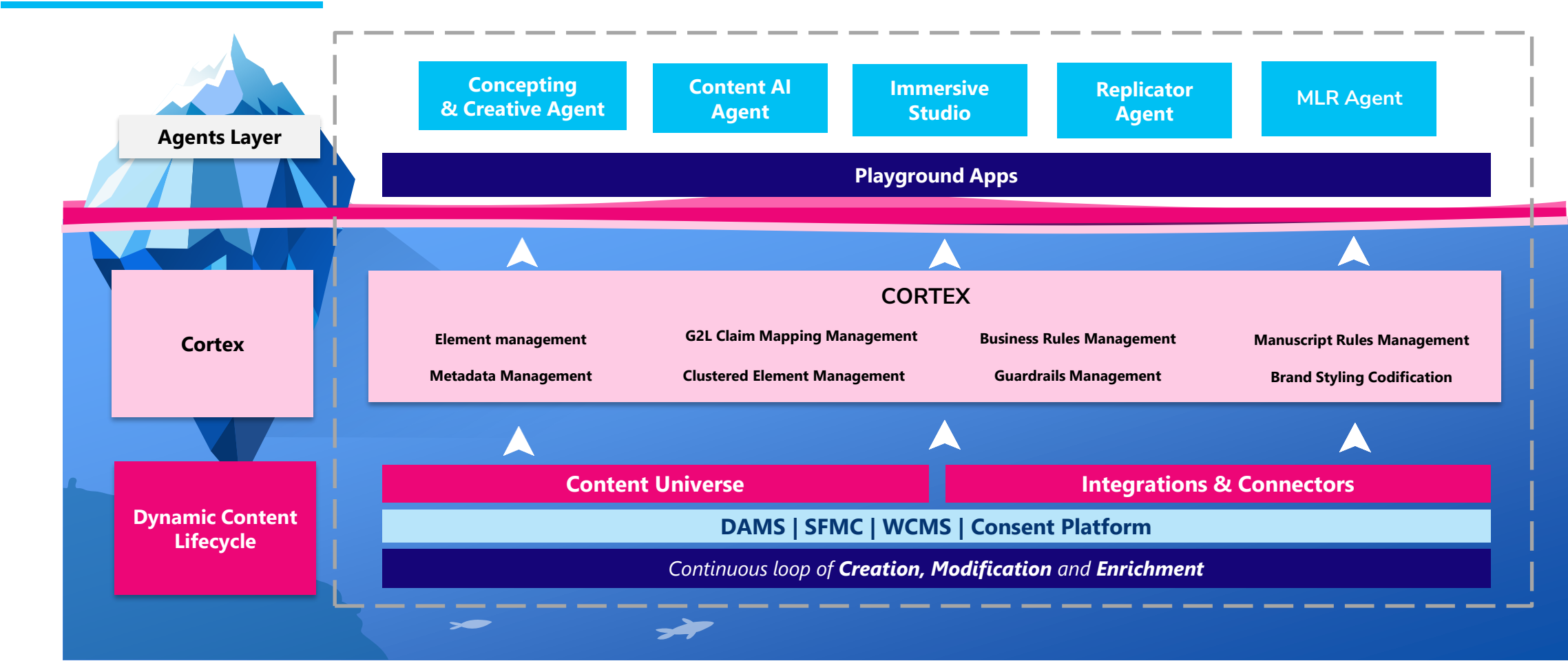
LIVE And In Production With Top Pharma

**COMING
SOON**



Domain Specific Knowledge (CORTEX)

Layered Super Agent Architecture



Making it real: Pillars that Power the future



01

Responsible AI

- FASTER Framework
- Compliance Standards- NIST AI RMF
- Data Privacy Regulations: GDPR, EU AI ACT, HIPAA, CCPA
- Human in the Loop (HITL)

02

Trust Layer Enablement

- Explainable AI
- Logging and Traceability
- Prompt Security and Safety Filters

03

Pharma Guardrails

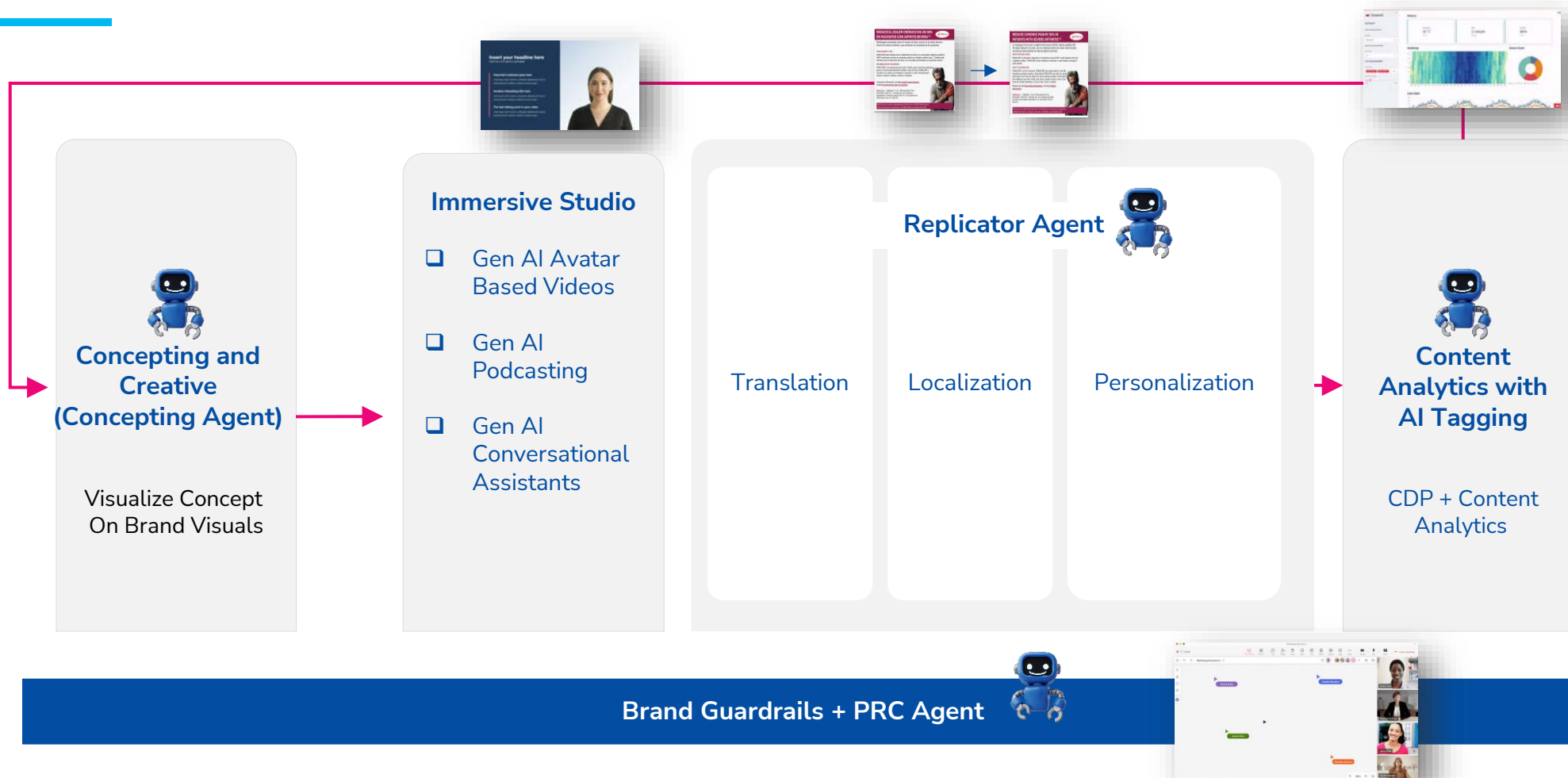
- Disclosures
- Label Codifications
- Live Compliance Scoring
- PII & Sensitive Data Controls
- Automated compliance checks
- Brand , Market, Persona guardrails

Transforming Marketer Experience with GenAI – Solving Content Scarcity & Personalization



Camillia M

BRAND MARKETER



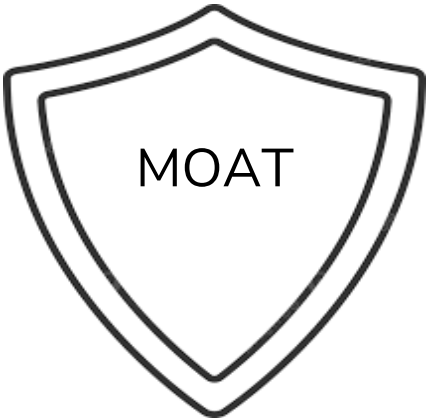
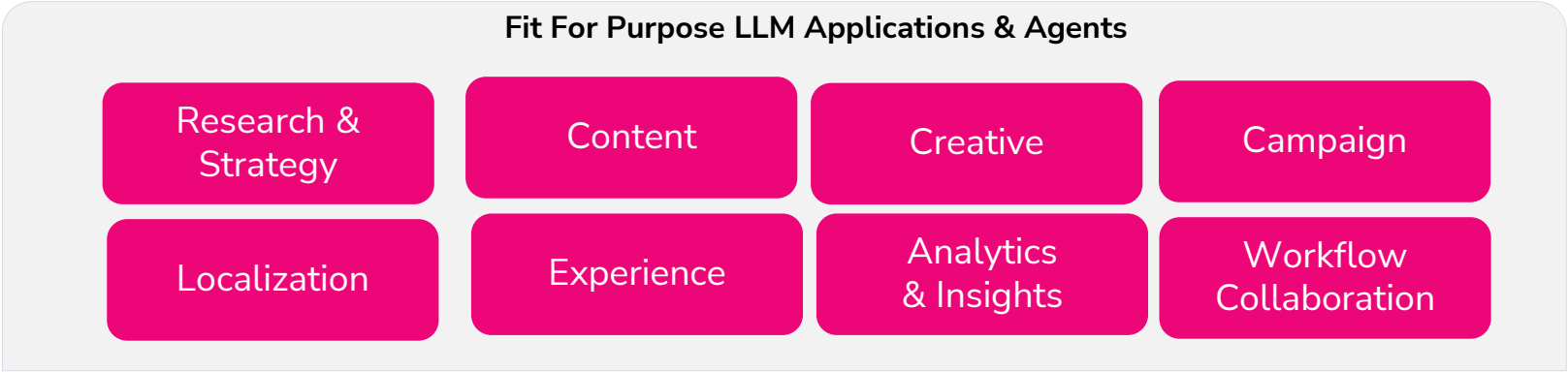
A photograph of two men in a modern office environment. The man in the foreground, wearing a dark blue blazer over a white shirt, is holding a tablet and looking at it intently. The second man, wearing a light blue shirt, is leaning in from the right, also looking at the tablet. The background is blurred, showing office shelves and equipment.

indegene[®]

Demos

Why Indegene Wins

Enterprise-grade Gen AI solutions , purpose-built for Pharma. Trusted by IT, proven with Brand Teams.





Thank You!

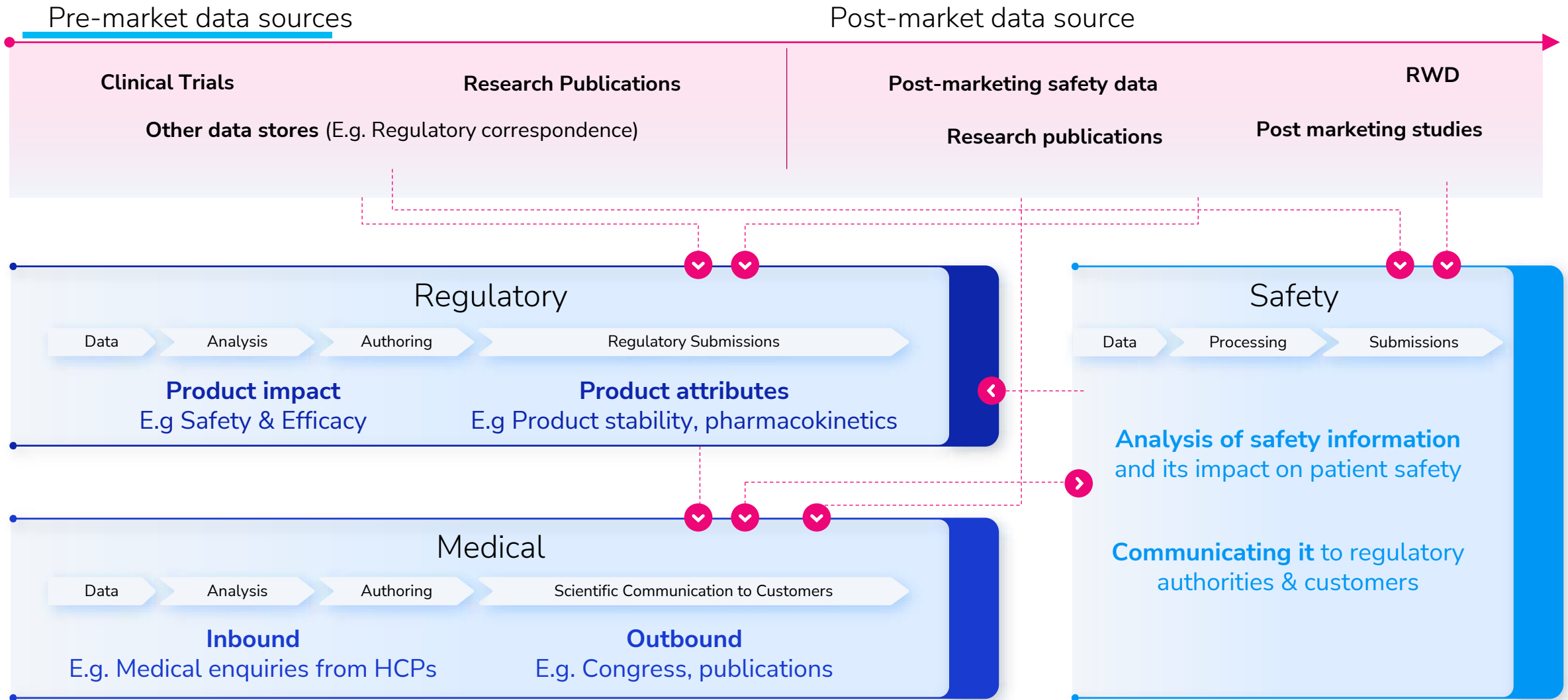
www.indegene.com



Generative AI Enterprise Medical

March 2025

Understanding the R&D value chain and EMS's service lines



The focus of our solutions is aligned to our clients'

Solutions Focus



Enterprise Medical Services' GenAI solutions

1

Medical Affairs

EXT™ MLR Review Automation

EXT™ Medical Content Automation

2

Pharmacovigilance

EXT™ Adverse Events Management










EXT™ Literature Surveillance

3

Regulatory Affairs













EXT™ Medical Writing Automation

Our NEXT suite address some fundamental objectives of Lifesciences organisations

	 Speed to market	 Speed to submission	 Enhanced compliance	 Efficiency
 NEXT [™] MLR Review Automation	Y		Y	Y
 NEXT [™] Medical Content Automation	Y			Y
 NEXT [™] Adverse Events Management			Y	Y
 NEXT [™] Literature Surveillance	Y			Y
 NEXT [™] Medical Writing Automation	Y	Y		Y

Along the way, we have built an IP stack that significantly differentiates our solutions

Different technologies/ technical & solution levers, and learnings*

 Document parsing and extraction models	 Pre- and post-processing and data structuring	 Identification and analysis	 Chunking and retrieval
 Metadata tagging and structuring	 Image and table processing	 Agentic Workflows	 Quantitative models
 Tools/function calling/data-integrators	 Source traceability	 Decision and performance traceability	 Short- and long-term memory/Learnability

Domain Optimized User-Experience

DomainLens™

Customized for domain workflows

Integrated Technology Framework

FusionArchitecture™

Combining programmatic and AI approaches

GenAI Technical Expertise

AICore™

Promoting, model behaviour, RAG, agents, tools, functions etc

Techno Domain Convergence

DomainTechConvergence™

Ways of working, SME and solution architect combination

We've had great traction with GenAI across the Life Sciences value chain, but a lot of headroom remains

Medical Affairs

- Lit Search and Screening
- SRD creation
- MLR - Fact validation, Industry guideline check, label (E.g. SMPC) check, image checks (persona, graphs), editorial checks
- Med Comm Content
- Newsletters, Abstracts, Manuscripts
- Insights

Safety and Pharmacovigilance

- Aggregate reporting
- Literature management
- Automated case processing
- Social media AE Monitoring

Regulatory writing

- Protocol to ICF, PLPS
- Response to Queries
- Clinical study report, Narratives
- Probability of Regulatory Success, Clinical study design
- HA feedback database
- CMC



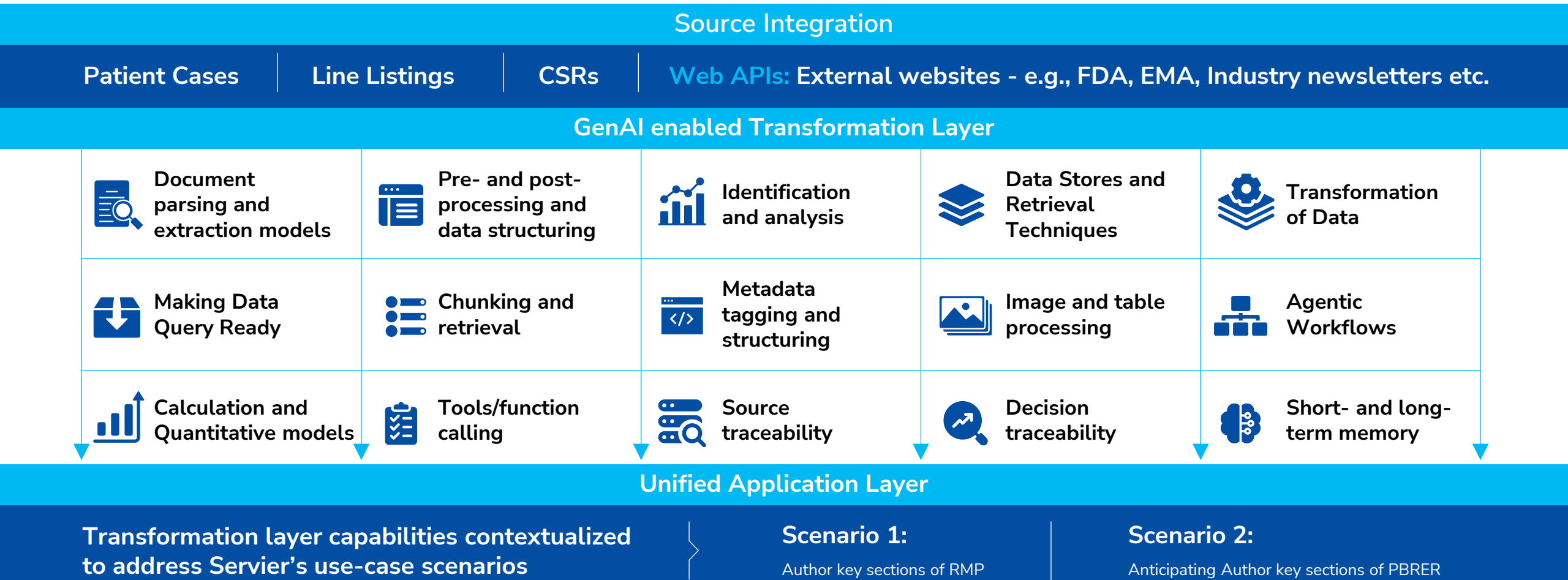
indegene®

SME Workbench



NEXT™ Medical Writing Automation

The Engine Underneath: Indegene’s Capabilities at Work



Horizontal Capabilities Enabling Seamless Adaptation Across Report Types

Clinical Study Reports

ADVERSE EVENTS: NUMBER OBSERVED AND RATE, WITH PATIENT IDENTIFICATIONS									
Treatment Group X					N=50		Total		
Related*	Not*	Related	Not	Related	Not	Related	Not	R=NR	Total
Body System A									
Event 1									
6 (12%)	2 (4%)	3 (6%)	1 (2%)	3 (6%)	1 (2%)	12 (24%)	4 (8%)		
N11**	N21	N31	N41	N51	N61				
N12	N22	N32		N52					
N13		N33							
N14									
N15									
N16									
Event 2									

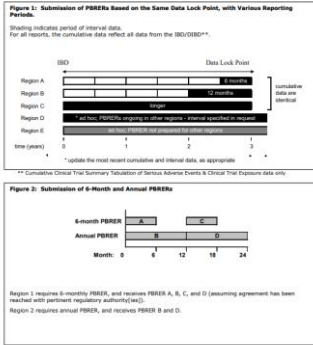
* NR = not related; related could be expected, e.g., as definite, probable, possible

** Patient identification number

In addition to these complete tables provided in 14.3.1, an additional summary table comparing treatment and control groups, without the patient identifying numbers limited to relatively common adverse events (i.e., events that are at least 1% of the treated group), should be provided as the body of the report.

In presenting adverse events, it is important both to display the original terms used by the investigator and to attempt to group related events (i.e., events that probably represent the same phenomenon) so that the true recurrence rate is not obscured. One way to do this is with a standard adverse reaction/events dictionary.

Aggregate Reports



Label updates



Standard Response Docs

Key Points Summary	
MEDICAL INFORMATION Patient: use in patients with solid organ transplant	
The information within this document is provided in response to the unsolicited request received at CSR, and should only be used for educational purposes. It is not intended to be included or used for any other purposes. Study note that of treatment decisions should be made as per the clinical judgment of the treating physician after a careful benefit-risk evaluation.	
KEY POINTS	
• Torrens et al. conducted a retrospective analysis of 12 adult renal transplant recipients (7 kidney, 5 liver, 2 combined liver/kidney) with a median age of 59 years. Background treatment significantly reduced mean serum potassium levels from 5.5 to 5.1 mmol/L at baseline to 4.4 to 4.5 mmol/L at discontinuation (P < 0.0001). Common adverse events included diarrhea (n=5) and nausea (n=5). Three deaths were reported, none attributed to potassium.	
• Lim et al. performed a single-center retrospective study on 14 kidney transplant recipients with a median follow-up of 18 days. At the last follow-up, 10 patients had potassium levels within the normal range (3.5-5.5 mmol/L). Adverse events included diarrhea (n=5) and constipation (n=3). 37% of patients required a reduction in tacrolimus dose within 11 weeks of starting treatment.	
• Chou et al. conducted a retrospective cohort study on 18 kidney transplant recipients (9 kidney, 6 liver, 3 combined liver/kidney) who started at a median of 24 days post-transplant and used for a median of 54 days. Mean serum potassium levels decreased, with no change in serum creatinine. 85% of patients were within the normal range (3.5-5.5 mmol/L) at baseline. Adverse events were attributed to potassium, and no episodes of rejection were observed.	
• A retrospective case series of 36 adult kidney transplant recipients reported a statistically significant reduction in mean potassium levels from 5.4 to 5.0 mmol/L at week 4 and 4.8 mmol/L at week 12. 72% achieved the target potassium level of less than 5.0 mmol/L. At 4 weeks, a statistically significant increase in mean tacrolimus levels was observed from baseline to Week 4 (0.5 to 0.8 ng/mL).	
• A single-center, retrospective cohort study of 179 deceased donor kidney transplant recipients found that 12% received potassium (median 0.7% of total body potassium). Patients treated with tacrolimus had higher mean potassium levels compared to those without (0.17 ± 0.16 vs 0.17 ± 0.17 mmol/L, P = 0.0001). Deceased graft function occurred in 56% of transplant recipients with 75% receiving potassium binders versus 53% not receiving binders (P = 0.002).	

Plain Language Summaries

4. What patients/people were included in this study?
4.1 the number of subjects included in the trial by country both within and outside of the EU
For example: This trial included [specific population to whom this applies, including healthy volunteers and patients as appropriate]. The trial was run in the following [list country(ies) that enrolled patients], in each country [state the country] [if people were enrolled in this study, if there are a lot of countries involved, it may be easier to present this data in a table or pie chart, it may be helpful to combine the requirement under section 3.3 with those of this section presenting both together rather than separately].
4.2 Age group and gender breakdown
• Provide basic breakdown of participants by age and gender in the trial as a whole Consider including a simple graphic that helps the reader understand the study.
4.3 Inclusion and exclusion criteria
• The number of inclusion and exclusion criteria can vary substantially, and long lists of technical criteria can be very difficult to understand. It is suggested that when there are large numbers of inclusion and exclusion criteria, the sponsor should only list the most important inclusion and exclusion criteria – and draw attention to these criteria that have the most impact on the population to be studied. • If possible, sponsors should include references to age, gender, diagnosis, indication, disease stage or severity as this will help define the scope of the trial (for example, "very severe chronic obstructive lung disease"). • Sponsors should also avoid using technical terms that lay persons might struggle to understand. For example, "respiratory infection" would be better described as a "heart attack". Explain the concept simply. If you wish to use the medical term, use it in brackets after the simple explanation. • Care should be taken not to provide information that might inadvertently identify specific individuals who have taken part. Particular care should be taken in trials for rare diseases where the number of potential participants will be relatively small.
5. Which medicines (or vaccines) were studied?

Informed Consent Forms

Date _____
Day/month/year

If illiterate
A literate witness must sign (if possible, this person should be selected by the participant and should have no connection to the research team). Participants who are illiterate should include their thumb-print as well.

I have witnessed the accurate reading of the consent form to the potential participant, and the individual has had the opportunity to ask questions. I confirm that the individual has given consent freely.

Print name of witness _____ AND Thumb print of participant _____
Signature of witness _____
Date _____
Day/month/year

Statement by the researcher/person taking consent
I have accurately read out the information sheet to the potential participant, and to the best of my ability made sure that the participant understands that the following will be done:

Case In Point: Contextualizing core capabilities for Aggregate Report sections to deliver up to 40-60% automation

PBRER Sections (as archetype report)	Effort reduction (after QC of Gen. AI output)	Core-capabilities
Introduction Worldwide marketing auth status Actions in the reporting interval Changes to RSI	50-65% Input format standardization drives higher automation	<ul style="list-style-type: none"> Relevant info. from contributions (Gen. AI + programmatic automation)
Clinical and non-clinical exposure Use in special population and other post auth use	30-45% Input format standardization drives higher automation	<ul style="list-style-type: none"> Programmatic techniques for calculations Safety data analysis for use in special populations/ other post auth
Findings from clinical trials Special topics such as medication error/ lack of efficacy Overview of signals and signal and risk evaluation	40-50%	<ul style="list-style-type: none"> Safety case analysis Literature analysis Relevant info from contributions (E.g. from CSR, signal documents)
Literature	40-55%	<ul style="list-style-type: none"> Identification of new/ significant information from literature Relevant info extracted for safety topics
Characterization of risk and benefits	30-45%	<ul style="list-style-type: none"> Relevant info. from contributions (RMP, signal documents, historic reports) & other sections (Gen. AI) Safety analysis of case data, clinical trials, Lit

Leveraging Gen AI for PSUR Authoring Automation

Business Need

- The Client , a global biopharmaceutical company, was looking to reduce the time taken to author its aggregate reports and bring about operational efficiencies in the end-to-end authoring workflow enabling consistency across inputs received from different sources and authors.
- The key areas of focus included:
 - Leverage GenAI to author aggregate reports
 - Extraction of information from the provided data sources across different formats
 - Summarization of information within in-scope PSUR report sections

Solution Highlights

- Indegene formed a cross-functional team for development, deployment, and support
- Dedicated, secured instance of GenAI enabled NEXT Aggregate Reporting platform was setup for client
- Gen AI solution phases:
 - Discovery and Diagnostic phase was initiated to analyze existing client process, data sources, report formats and output requirements specific to PSUR. A milestone-based automation roadmap was created with phase-wise deployments. Also, success criteria were defined before the start of design and implementation.
 - Design and build phase involved development of prototype solution for the identified use-cases.
 - The solution then underwent SME testing, followed by client testing for refinement & stabilization. Also, quality metrics were published.
- Focus of report: PSUR/PBRER format

Outcomes delivered

96%

Quality and consistency
(pre-medical writer's review)

>50%

Effort
reduction

2x

Speed

Indegene able to auto-generate first draft of in-scope PSUR report sections

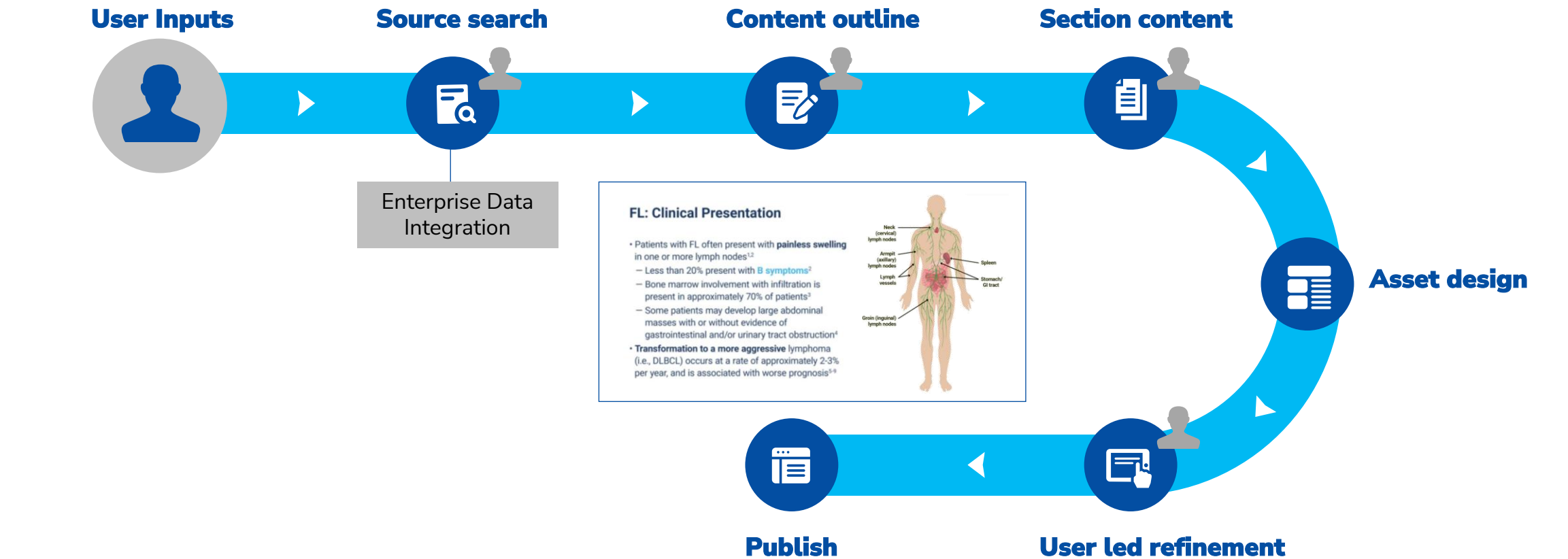
- Successfully able to integrate case data and case narrative to auto author section 16 (safety concerns and risks) of report
- Able to screen and identify new and significant info available in literature and summarize relevant articles
- Ability to summarize clinical finding from different clinical trial documents in the specified format

The background image shows a collaborative workspace. In the foreground, a person's hands are typing on a laptop keyboard. Another person's hand is pointing at the laptop screen, which displays a dashboard with various charts and graphs. In the background, another person is holding a tablet. The scene is set in a modern office environment with a wooden desk and a coffee cup visible.

indegene®

NEXT™ Medical Content Automation

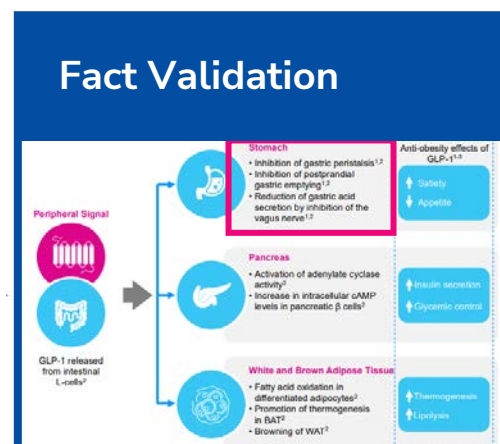
GenAI led asset generation with human in the loop





NEXT™ MLR Review Automation

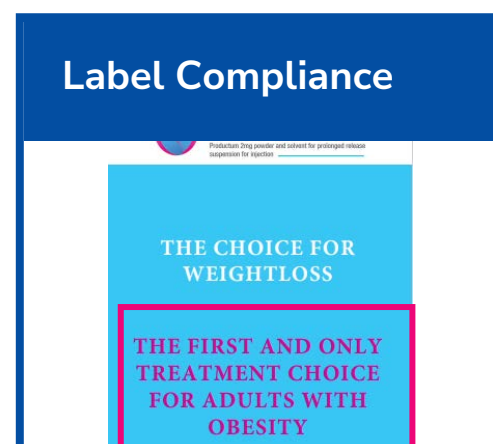
GenAI assisted medical, legal, regulatory (MLR) review platform (in production use)



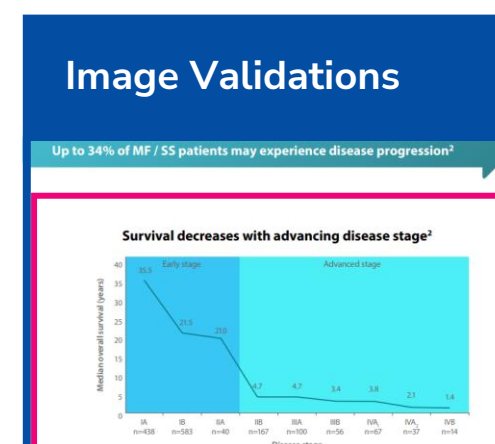
Claims and scientific statements are identified and validated against references



Asset is checked for reg and industry code violations



Appropriate content validated against label



Graphs, figures and persona images for appropriateness, integrity and plagiarism

Improves content quality when used upstream | 30-40% reviewer productivity | Reduces oversight errors and brings review standardization



NEXTTM Adverse Events Management

NEXT™ Adverse Events Management

Indegene proprietary GenAI platform for case processing automation

Indegene has delivered >600K live cases via NEXT™ Adverse Events Management in production

Intake Channels

OR Intake via DB integration



MICC



Reg DBs such as EV



Mailboxes, shared folders



Others (e.g. web portal, apps)

Integrate and extract AE data

Process and assess case- leverage historic case intelligence in safety DB

Submission ready ICSR

Safety DB



Regulatory Submissions

NEXT™ Adverse Events Management



Smart intake



Auto Triage and book-in



Assisted QC and MR

QA

Intake solution that can integrate with your intake channels

Completed processing of case happens on NAEM (no data entry step as it is automated)

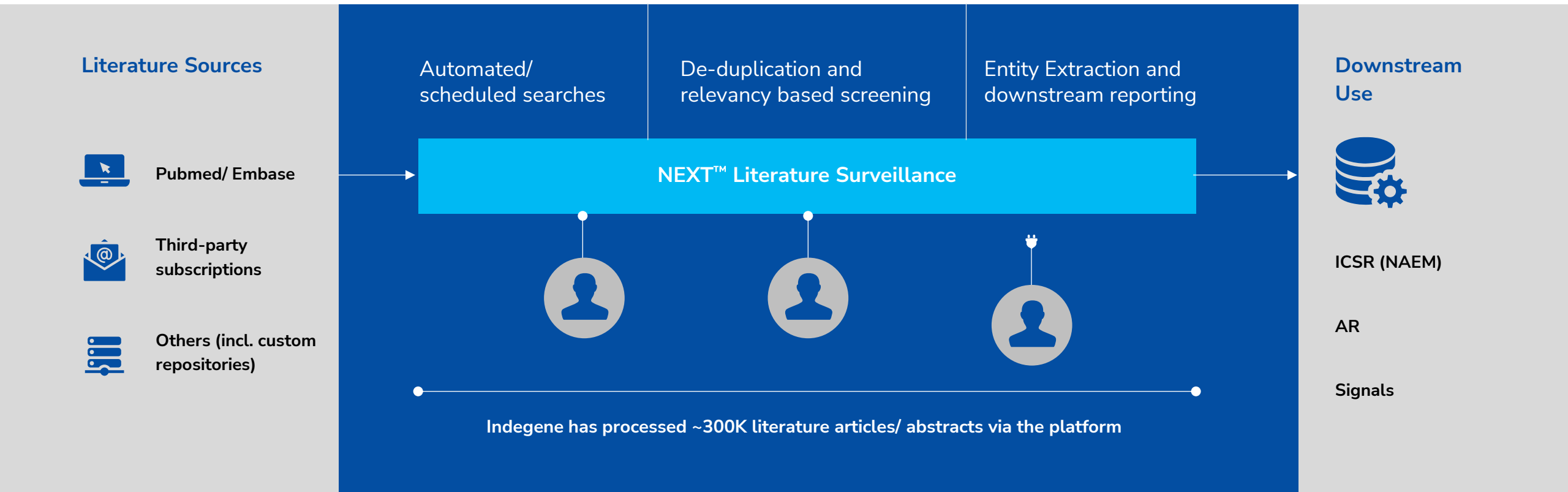


indegene®

NEXT™ Literature Surveillance

NEXT™ Literature Surveillance

NEXT™ Literature Surveillance is envisioned to automate ~70% of literature processing effort





Thank You!

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