1. Pricing

In the pharmaceutical industry, clients need to collect extensive pricing information, including key parameters like manufacturing price, retail price, wholesale price, unit, packaging details, brand, and manufacturer information across different regions. This data is critical for business decisions and requires a scalable, efficient solution.

At AIQoD, we offer an advanced scraping solution tailored for the pharma industry. Our module automates the extraction of detailed product data from various websites, whether in English or local languages, and delivers the output in a structured format like Excel or CSV. This data can be easily integrated into your existing systems for further analysis.

Here's how the process works:

1. **Comprehensive Scraping**:
   - We gather data by inputting key details such as product name, website URL, and specific pricing parameters like manufacturing cost, retail and wholesale prices, packaging information, and more. Our system customizes the scraping process based on these inputs, ensuring precise and relevant data collection tailored to your needs.
   - Also, Some parameters could be Pricing by Currency, Discounted Pricing, Taxes and VAT, Bundle Pricing, Licensing, or Usage Fees.
   - The scraping module handles both open-access websites and those requiring login credentials, as clients will provide these details.
   - Our solution can even scrape data in multiple languages, ensuring both the local language and English versions are captured for thorough global insight.
2. **Flexible Inputs**:
   - Depending on the website, our scraping tool can perform searches for specific products or simply follow provided URLs. This allows maximum flexibility in data collection.
3. **Long-Running Process**:
   - For large-scale projects, the scraping process runs continuously for 6-7 days, allowing extensive data collection. However, during long-running processes, interruptions can occur due to website downtimes or maintenance.
   - Our solution is equipped to handle these challenges. If a website is down, the system automatically retries after a predefined interval, such as 2 hours, minimizing the need for manual intervention.
4. **Exception Handling & Resilience**:
   - We understand that scraping long-running processes can face unexpected challenges—be it website errors, CAPTCHA validations, or maintenance downtimes.
   - Our module has robust exception-handling capabilities to manage these scenarios. It automatically detects when a website is down and pauses the

process, retrying once the site becomes available. This ensures minimal disruptions to the workflow.
- ○ Automated CAPTCHA handling is integrated, reducing the chances of getting blocked and improving the overall efficiency of the scraping process.

5. **Minimal Manual Intervention**:
   - ○ Once configured, our solution runs with little to no manual intervention. It automatically handles logins, reattempts when errors occur, and resumes when websites go live again.

Output: our solution delivers the scraped data in a structured format, such as Excel or CSV, according to specific requirements. The data is organized based on pre-defined rules, ensuring consistency, accuracy, and easy integration into your existing systems for seamless analysis and reporting.

2. Health Technology Assessment (HTA):

For the healthcare and pharmaceutical sectors, Health Technology Assessments (HTAs) are crucial for evaluating the effectiveness, safety, and overall impact of different medical products and treatments. AIQoD offers a tailored solution to automate the extraction of HTA data from multiple agencies, making the process efficient and reliable.

Here's how our solution works:

1. **Targeted Data Extraction**:
   a. Our solution collects health-related information from 11 HTA agencies, covering various aspects such as the assessment results, the population that underwent trials, regions where the product was tested, and any reported side effects.
   b. Also, some parameters could be Treatment Effectiveness, Patient-Reported Outcomes (PROs), Clinical Guidelines, Health Economics Data, Patient Demographics, Regulatory Approvals Approvals or endorsements from regulatory authorities (e.g., FDA, EMA), Public and Patient Involvement (PPI).
2. **Customizable Inputs**:
   a. The AIQoD module is designed to scrape specific data based on client-configured parameters, such as which brands, regions, and timeframes need to be targeted.
   b. The frequency of data scraping is fully customizable, ensuring that we retrieve the latest publications according to your predefined schedules.
3. **Automated Web Access & Scraping**:
   a. Our system automatically accesses the HTA agency websites, logs in where required, and downloads the latest reports or publications uploaded to the site.
   b. Once the data is downloaded, the AIQoD module scrapes the necessary information, such as assessments, trial populations, side effects, and more, ensuring that all relevant data points are captured.
4. **Multilingual Support**:
   a. Whether the HTA data is available in English or in a local language, our solution can scrape and provide outputs in both languages, offering greater flexibility for global healthcare brands.
5. **Structured Output**:
   a. After scraping, the collected data is delivered in a structured format like Excel or CSV, organized by predefined parameters.
   b. This allows clients to easily analyze and evaluate the HTA data across different brands, regions, and parameters, ensuring informed decision-making.

3. Evidence Library

In the healthcare and pharmaceutical industries, access to up-to-date research and publications is vital for making informed decisions about products and treatments. AIQoD's Evidence Library Data Scraping Solution automates the process of collecting and analyzing medical publications, conference papers, webinars, and workshop materials from various online sources, providing a comprehensive and structured output.

Here's how our solution works:

1. **Comprehensive Data Collection**:
   ○ Our solution scrapes medical articles and publications from free, open-access websites, as well as paid repositories that require login credentials.
   ○ We target research that is relevant to specific products and brands, gathering information on the effectiveness of medicines, the diseases they treat, trial populations, and regions where the treatments are most commonly used.
2. **Targeted Analysis**:
   ○ AIQoD's module performs a detailed analysis of each publication, extracting key insights such as The medical condition the product addresses, Effectiveness of the treatment, Trial populations and regional usage trends.
   ○ Also, some other parameters could be Dosage Information, Side Effects and Adverse Events, Patient Demographics, Duration of Treatment, Therapeutic Indications, Contraindications, Post-Market Surveillance, Biomarkers and Genetic Factors, Pharmacokinetics and Pharmacodynamics (Information on how the drug is absorbed, distributed, metabolized, and excreted in the body), Patient-Reported Outcomes (PROs).
   ○ This allows clients to track how their products are perceived in different regions and their overall effectiveness.
3. **Classified & Organized Output**:
   ○ Our system classifies and organizes the scraped articles based on various parameters such as publication date, region, population demographics, and disease type.
   ○ This allows clients to easily filter and access the most relevant information for their analysis, ensuring more efficient decision-making.
4. **AI-Powered Insights & Summarization**:
   ○ Leveraging AI and Gen AI capabilities, we take the raw data and automatically infer and summarize the key findings from the articles, reducing the manual effort needed to interpret the information.
   ○ The AI identifies critical trends, highlights key research points, and provides actionable insights based on the analysis.
5. **Flexible Input Options**:
   ○ In some cases, the publications may not be directly available on the website but through external links. Our solution allows clients to input those URLs, and the

system will scrape the data accordingly, ensuring all relevant materials are captured.