

BUILD FORECASTS WITHOUT LIMITS

With Mainsail Forecast, life sciences commercial teams can create complex forecasts that would max out the capabilities of spreadsheet-based models.

Life sciences companies must account for every detail that could impact product performance. They must also understand how variables change under different scenarios. From tracking complex patient flows and accounting for new indications to creating country-level forecasts, companies need a powerful and flexible platform to manage this intricate web of calculations.

As part of the Mainsail commercial excellence suite, Mainsail Forecast is built on a powerful and customizable back-end analytics engine. With this platform, commercial teams have access to sophisticated life sciences forecasting methodologies, housed within a sturdy technology infrastructure.

BOOST COLLABORATION

Eliminate version-control issues with Mainsail Forecast. Multiple stakeholders can securely interact with the platform, adjusting assumptions and testing scenarios without altering the official forecast.

MANAGE YOUR ENTIRE PORTFOLIO

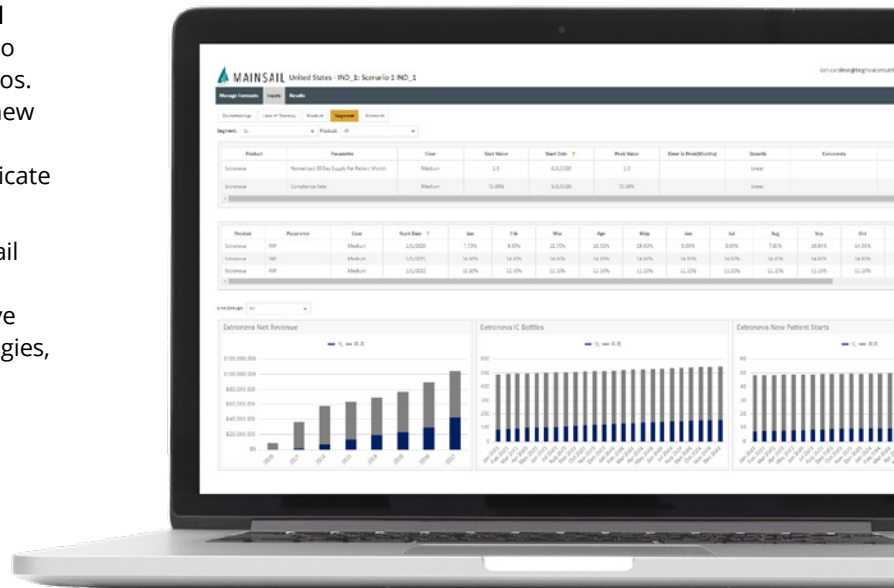
A company can aggregate all its forecasts in the platform. Users can update forecasts for different markets and products while simultaneously analyzing the impact on the global forecast.

NAVIGATE COMPLEXITY

Track everything from complex treatment regimens to new indications and perform Monte Carlo simulations. With Mainsail Forecast, forecasting efforts keep up with the complexity that is part and parcel of drug commercialization.

BUILD FLEXIBLY

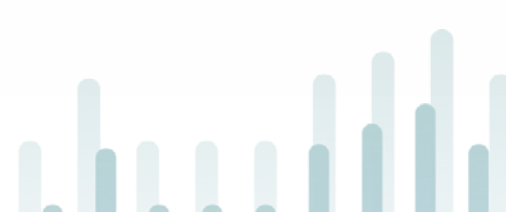
Don't let the computational limitations of spreadsheets dictate the framework of your forecast model. With Mainsail Forecast, you can leverage the processing power of the cloud to build a more sophisticated model.




BRING MORE COMPUTATIONAL POWER TO FORECASTING

“Mainsail Forecast is the best and most mature offering in the industry.”

– Commercial operations leader at global biotech company








BREAK THROUGH THE LIMITS OF SPREADSHEETS

	SPREADSHEET-BASED FORECASTING MODELS	
PROCESSING TIME	Slow processing time as complexity increases	Fast navigation with large volumes of data
INTEGRATIONS	Limited integrations	Seamless integrations with visualization tools, data warehouses and analytics platforms
COLLABORATION	Version control challenges	Easy sharing and collaboration
SCENARIO MANAGEMENT	File-based management with limited consolidation capabilities	Cloud-based scenario management for easy data comparison and consolidation
USER EXPERIENCE	Dense and difficult to navigate	Clean and smooth user experience



KEY FEATURES

-  Test assumptions while preserving base cases with one-click scenario duplication
-  Aggregate scenarios across countries and indications
-  Link inputs, minimizing repetitive data entry and updating
-  Generate tornado charts, waterfall charts and more
-  Link business intelligence tools to forecast databases and produce custom visualizations

 **REQUEST A DEMO TODAY**

CASE STUDY

THE CHALLENGE:

A multinational biotech company had been using an Excel-based forecasting model for its new oncology drug. However, the model struggled to keep up with the therapy's growth and the company's expansion.

THE SOLUTION:

The Beghou team deployed Mainsail Forecast, which helped this biotech company create sophisticated forecasts well beyond the point when its Excel-based model maxed out. Using the platform, the company was able to:

- Perform complex calculations related to treatment regimens, patient flows, lines of therapy and more.
- Enable stakeholders to view and, where appropriate, adjust the assumptions of the forecast to test scenarios within Mainsail Forecast – all without creating version-control issues that were common with the company's old Excel-based model.
- Integrate forecasts into the company's business intelligence tools, allowing users to easily create compelling visual representations of forecasts.

THE FUTURE:

As this company continues to add users, lines of therapies and products, it can turn to Mainsail Forecast to perform all the calculations necessary to thoroughly model commercial results – no matter how complex its forecasting efforts become.

