




CUBE

Tender Intelligence
Starter Kit

The Business Challenge

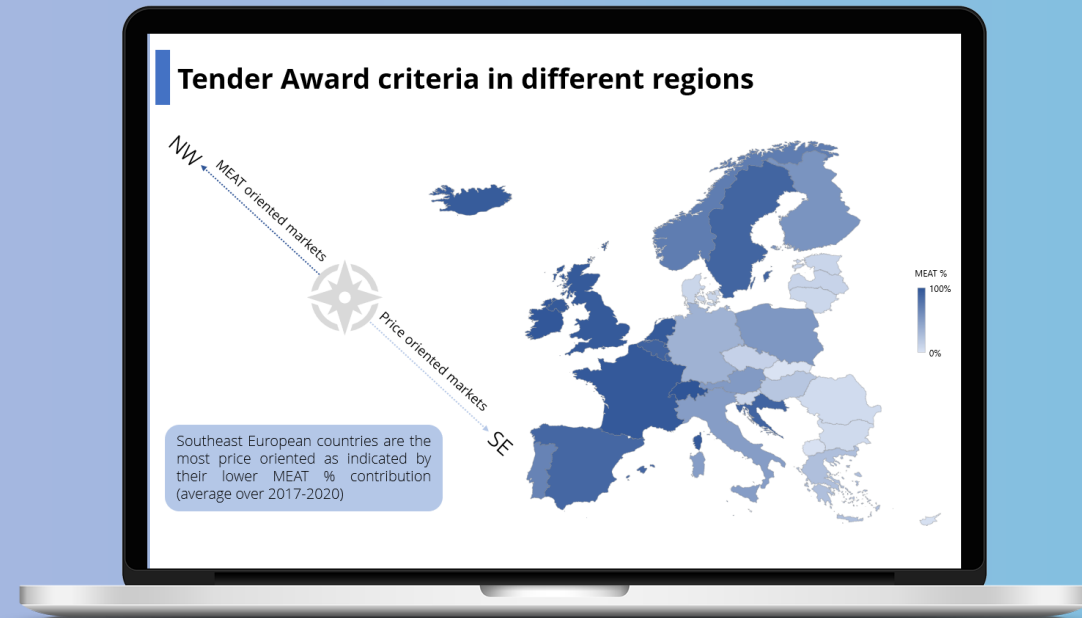
Understanding your Tender environment is critical, but very difficult.

“Data is so hard to find, not relevant or chaotic”

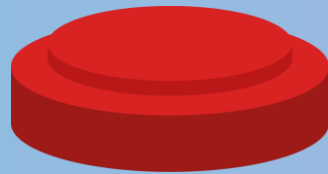
“It takes up so much of our time and it’s a big effort!”

Most of this **data is hard to find, not relevant** to your portfolio & business and comes in an **unstructured** format across multiple countries. Capturing this data via local affiliates can be **burdensome** and takes a lot of time & effort.

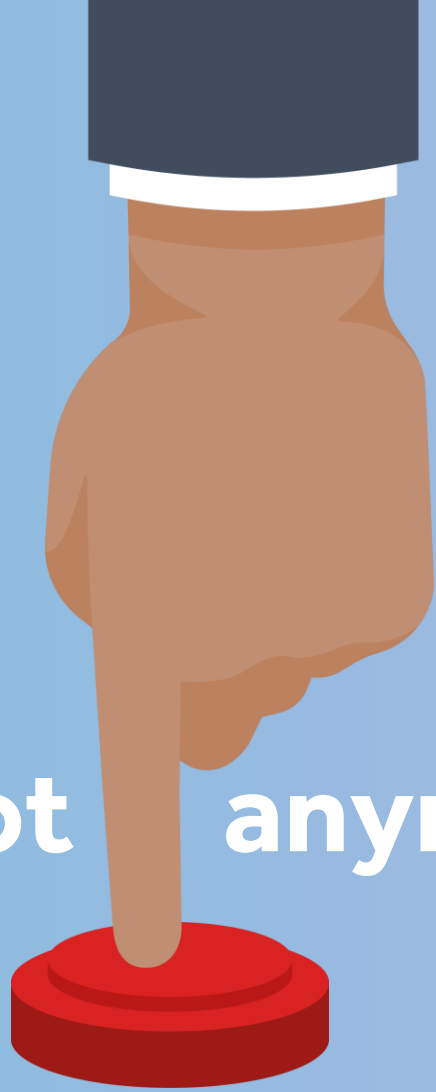
- number of tenders
- awarded values
- award criteria
- pricing information
- competitors
- tender winners etc.



**Starting can be
the hardest part**



but not anymore!



Welcome to

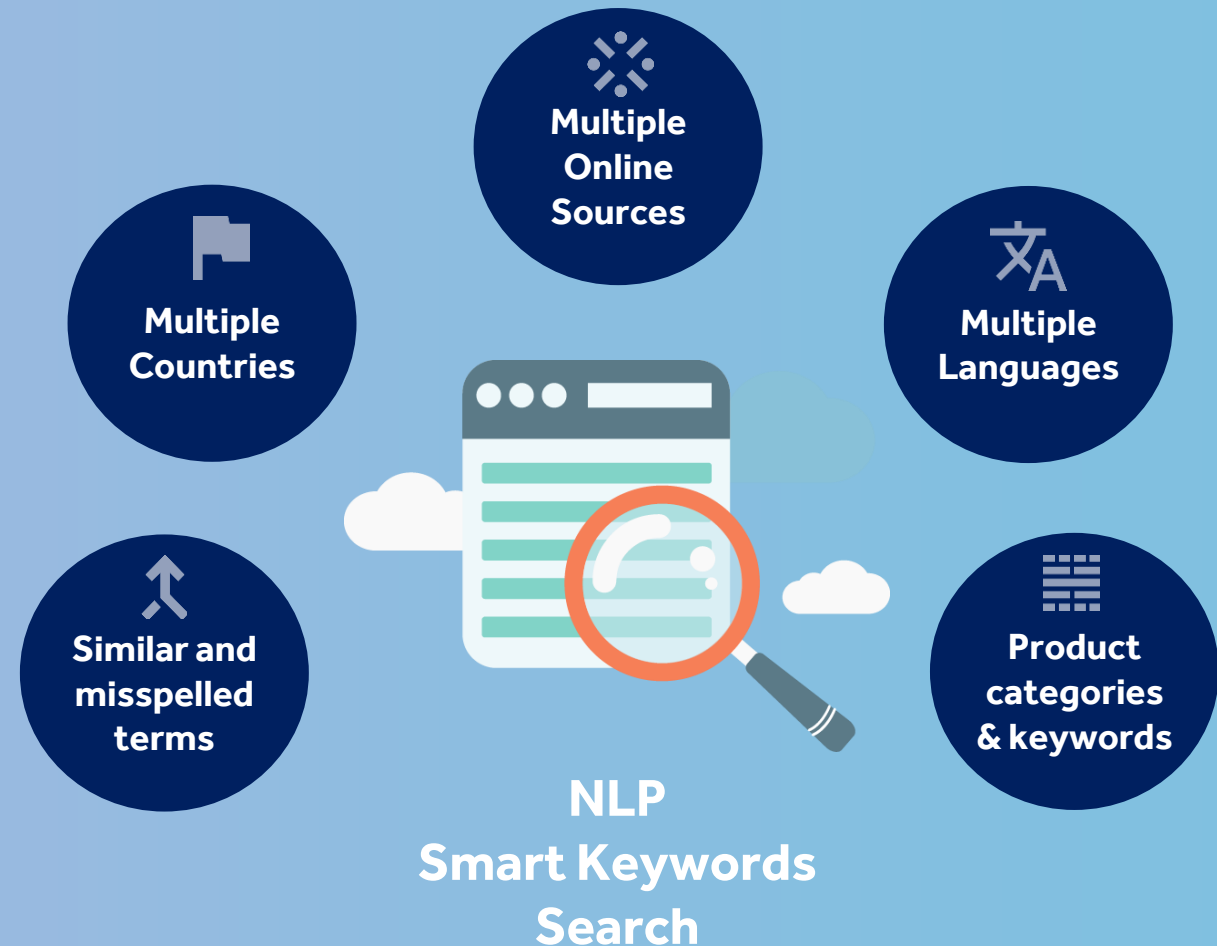
The Tender Intelligence Starter Kit

A tender intelligence data kit for the EU (27 countries),
including all the relevant tender data-points
for the years 2020 - 2022.

Automated Data Gathering

Cube RM uses its proprietary NLP and search algorithm to find the relevant information on a molecule and market level, for your specific portfolio. The data is provided in a well-structured Excel format and can be updated & provided regularly.

A high-level analysis of the data and a presentation are included in the package.



Methodology & Approach

1

Connect to TED for in-scope tender information using the [Cube RM Tender Discovery service](#)

2

Automated Search for relevant data using preselected CPV product categories and other search criteria such as pharmaceutical molecules or other relevant keywords

3

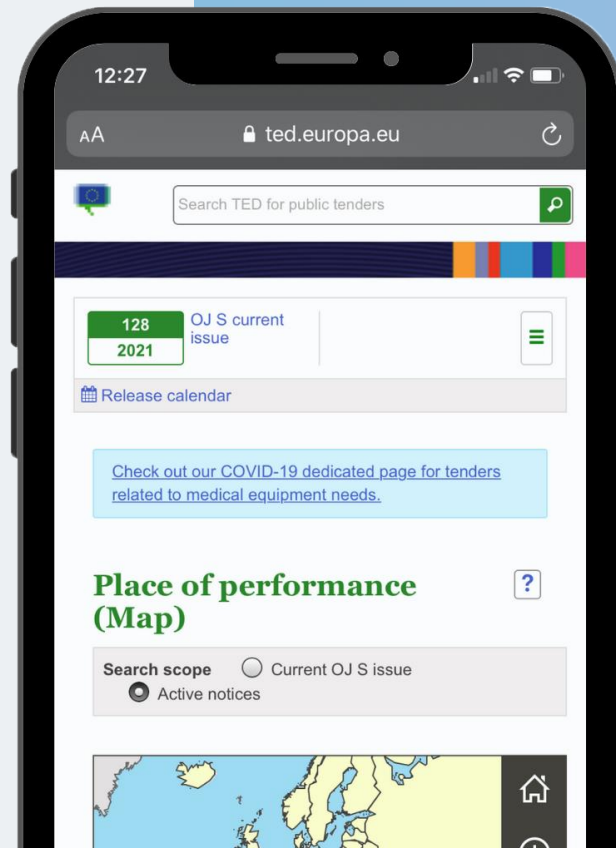
Analyze information leveraging Cube RM BI & Analytics to generate quantitative insights for the sizing of the markets and product-groups and competitive intelligence

4

Combine quantitative results with the industry-specific tender expertise of [growpal](#) to provide additional qualitative insights and information

Online Tender Data Source

Tenders
Electronic
Daily (TED)



Main source of information

All data and insights of the report will be based on information coming from the online tender source TED¹ (Tenders Electronic Daily),

<https://ted.europa.eu/TED/misc/aboutTed.do>.

All TED original data are licenced under a Creative Commons 4.0 licence, <https://creativecommons.org/licenses/by/4.0>

Product categories (CPVs):

Pharmaceutical products (CPV: 33600000)

Tender types:

Awards

Time period:

2020-2022 (October)

Keywords:

TBD, depending & customizable to your portfolio & priorities

What data insights will you get from the Starter Kit*



- 2 Molecule/product category**
the respective molecule, product category or keyword (you chose the molecules in-scope)
- 3 Country**
the respective country that the tender was published & awarded
- 4 Award date**
the date that this tender has been awarded
- 5 Award value**
the awarded value in Euro per awarded lot
- 6 Award Pricing and/or discount**
(often not publicly available)

Tender Authority
e.g., Government, Hospital,
(n) that has published the
portunity

- 7 Award Criteria**
(MEAT versus Price criteria)
- 8 Tender Winner**
the winner (or winners, in case of multiple winners) a tender lot has been awarded to.
- 9 Number of tenders**
the annual number of tenders per country, molecule or customer
- 10 TED Tender ID**
to easily identify the full original Tender in TED (Tenders Electronic Daily) with more details
- 11 Lot-Number**
the total number of lots in the above-mentioned tender
- 12 Year**
the year that this tender has been awarded

Data-Example for Trastuzumab in Italy

TED ID	Lot	Customer / Tender Authority	Molecule	Country	Award date	Year	winner	AwardValueEur
2019/S 222-544131	9	Regione Autonoma della Sardegna - Direzione generale della Centrale regioni	trastuzumab	Italy	18/11/2019	2019	Mylan Italia srl;MSD Italia S.r.l.;Mundipharma Phar	3.466.800
2019/S 059-136178	1	InnovaPuglia S.p.A.	trastuzumab	Italy	25/03/2019	2019	Ditte varie. Elenco sul sito www.empulia.it	133.098.555
2019/S 055-126745	8	A.S.S.T. di Cremona	trastuzumab	Italy	19/03/2019	2019	MSD Italia S.r.l.	103.200
2019/S 011-021335	1	A.li.sa. Azienda Ligure Sanitaria β€" Sede legale Piazza della Vittoria 15 β€"	trastuzumab	Italy	16/01/2019	2019	Mundipharma pharmaceuticals	3.566.611
2019/S 011-021335	2	A.li.sa. Azienda Ligure Sanitaria β€" Sede legale Piazza della Vittoria 15 β€"	trastuzumab	Italy	16/01/2019	2019	MSD ITALIA S.r.l.	3.965.860
2019/S 026-057488	1	SocietΓ regionale per la sanitΓ (So.Re.Sa. S.p.A.)	trastuzumab	Italy	06/02/2019	2019	Mundipharma Pharmaceuticals S.r.l., MSD Italia S.r.l.	6.910.704
2019/S 011-021335	3	A.li.sa. Azienda Ligure Sanitaria β€" Sede legale Piazza della Vittoria 15 β€"	trastuzumab	Italy	16/01/2019	2019	Amgen S.r.l.	4.072.340
2019/S 003-003114	1	Centrale Unica di Committenza della Regione Siciliana	trastuzumab	Italy	04/01/2019	2019	Mundipharma Pharmaceuticals S.r.l.	9.430.116
2019/S 059-136177	1	Stazione Unica Appaltante Abruzzo e Soggetto Aggregatore per la Regione A	trastuzumab	Italy	25/03/2019	2019	Mundipharma Pharmaceuticals S.r.l. 70 % - Amgen	2.982.900
2020/S 202-488644	22	Consip SpA a socio unico	trastuzumab	Italy	16/10/2020	2020	Roche SpA	22.500.000
2020/S 202-488644	21	Consip SpA a socio unico	trastuzumab	Italy	16/10/2020	2020	Amgen srl	22.500.000
2020/S 202-488644	19	Consip SpA a socio unico	trastuzumab	Italy	16/10/2020	2020	Pfizer srl	22.500.000
2020/S 202-488644	20	Consip SpA a socio unico	trastuzumab	Italy	16/10/2020	2020	MSD	22.500.000
2020/S 152-371028	25	Umbria Salute e servizi scarl β€" CRAS	trastuzumab	Italy	07/08/2020	2020	MSD ITALIA S.R.L., MUNDIPHARMA PHARMACEUT	1.890.176
2020/S 007-010997	1	Azienda Ospedaliera B«Ospedali Riuniti Marche NordB»	trastuzumab	Italy	10/01/2020	2020	MDS Italia S.r.l.	1.699.320
2021/S 113-296709	6	Regione Liguria β€" settore SUAR β€" sede legale: via Fieschi 15 β€" 16121,	trastuzumab	Italy	14/06/2021	2021	ACCORD HEALTHCARE ITALIA SRL	1.641.565
2021/S 113-296709	5	Regione Liguria β€" settore SUAR β€" sede legale: via Fieschi 15 β€" 16121,	trastuzumab	Italy	14/06/2021	2021	PFIZER SRL	1.445.566
2021/S 113-296709	4	Regione Liguria β€" settore SUAR β€" sede legale: via Fieschi 15 β€" 16121,	trastuzumab	Italy	14/06/2021	2021	ORGANON ITALIA S.R.L.	1.396.576
2021/S 095-249172	12	Azienda sanitaria locale Taranto	trastuzumab	Italy	18/05/2021	2021	Baxter SpA	1.706.141
2021/S 055-136801	5	ARIA SpA β€" Azienda regionale per l'innovazione e gli acquisti SpA	trastuzumab	Italy	19/03/2021	2021	Mylan Italia srl;MSD Italia srl;Pfizer srl;Mundipharm	10.790.000
2021/S 061-154486	311	ALiSa Azienda ligure sanitaria β€" Sede legale: piazza della Vittoria 15 β€" I	trastuzumab	Italy	29/03/2021	2021	ROCHE S.P.A. - SOCIETÄE UNIPERSONALE	1.030.701
2021/S 061-154486	310	ALiSa Azienda ligure sanitaria β€" Sede legale: piazza della Vittoria 15 β€" I	trastuzumab	Italy	29/03/2021	2021	ROCHE S.P.A. - SOCIETÄE UNIPERSONALE	5.132.751
2021/S 055-136801	7	ARIA SpA β€" Azienda regionale per l'innovazione e gli acquisti SpA	trastuzumab	Italy	19/03/2021	2021	Mylan Italia srl;MSD Italia srl;Mundipharma Pharm	30.212.000
2021/S 061-154486	329	ALiSa Azienda ligure sanitaria β€" Sede legale: piazza della Vittoria 15 β€" I	trastuzumab	Italy	29/03/2021	2021	ROCHE S.P.A. - SOCIETÄE UNIPERSONALE	3.822.202

* Data will also include Award Criteria

Use Cases

Please reach out to us to discuss how these insights can be used to:



Kick-start your Tender market insights, competitor & pricing Data-base



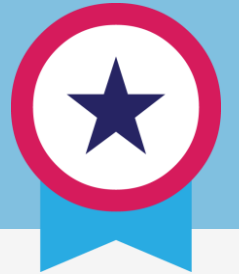
Complement any existing Tender tool or data-base you might already have with additional high-quality data. Get a quarterly update of the data.



Use the data to improve your tender strategy, differentiation approach and pricing decisions



Use the data to better understand the tender markets you are playing in and improve your tender approach



Get a quarterly update of the tender starter kit information to continuously be on top of the market environment and trends



thank you!



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