

QPharma PULSE:

WHERE INNOVATION MEETS INSIGHT



EXECUTIVE LEADERSHIP MESSAGE

At QPharma, compliance is not simply a regulatory requirement. It is a foundation of trust, patient safety, and sustainable business performance. As global regulations evolve and complexity increases, compliance technology must become more intelligent, integrated, and anticipatory.

Our technology strategy focuses on delivering secure, scalable platforms that simplify regulatory reporting while strengthening enterprise-wide risk oversight. By investing in automation, advanced analytics, and cloud-native architecture, we help organizations move from reactive compliance to proactive, data-driven risk management.

As we incorporate artificial intelligence into our solutions, we remain committed to ensuring its use is ethical, explainable, and aligned with industry expectations. In a highly regulated environment, AI must increase transparency rather than reduce it. Our systems are designed with clear audit trails, traceable logic, and strong human governance so that automated insights remain accountable and suitable for global regulatory requirements.

Data security, privacy, and integrity are central to every platform we build. We maintain rigorous safeguards and GxP-aligned controls to protect sensitive information and to support reliability across diverse regional regulations.

Looking ahead, we will continue to innovate by using emerging technologies to deliver deeper insights, reduce operational burden, and support confident decision-making throughout the compliance lifecycle. We value our partnership with you and remain dedicated to providing technology that enables true compliance excellence.

Jitesh Rohatgi, CTO

QPharma Launches Innovative Digital Sampling Platform for Healthcare Provider Engagement at Medical Congresses

QPharma showcased its next-generation digital sampling solution at a national medical congress, demonstrating that innovation and compliance can coexist. Centered on the “Engage & Access” theme, the initiative addressed a long-standing challenge: converting physicians’ conference interest into timely sample requests before momentum fades post-event. QPharma introduced a dual-platform experience tailored for on-site engagement, an intuitive kiosk that enabled guided, compliant sample requests with pharmaceutical representatives present, and a secure “Briefcase” microsite offering product information, safety data, formulary resources, and representative connections.

Designed with rigorous oversight, the program met all PDMA, 21 CFR Part 203 and 11 requirements and successfully passed Legal, Medical, and Regulatory review. All samples were shipped to verified practitioner addresses, supported by QPharma’s Titanium platform. Results included higher engagement, new prescriber reach, real-time updates, and seamless salesforce integration. Following its success, QPharma plans to expand this compliant, tech-enabled model to future medical meetings and therapeutic areas.

[Read the full article here: **QPharma Launches Innovative Digital Sampling Platform**](#)

Inside This Edition:

- Executive Leadership Message
- Industry Feature on Digital Sampling Innovation
- A look into GLP-1s & Multi-Indication Therapeutics
- Product Highlight featuring QInsights™ Analytics Dashboard
- Innovation Spotlight: Anne Rose, VP of Innovation

Industry Insight: GLP-1s and the Rise of Multi-Indication Therapeutics

GLP1 receptor agonists show how quickly a therapy can evolve when new benefits emerge. What started as a diabetes treatment has become a blockbuster obesity drug but only after significant regulatory investment. Drugs containing semaglutide, such as those from Novo Nordisk, needed entirely new clinical studies to prove meaningful weight loss, ensure safety in nondiabetic populations, and demonstrate long term outcomes. These approvals also required updated dosing, labeling, and ongoing post marketing commitments.

For other pharmaceutical companies, this creates a clear roadmap. When a drug shows potential beyond its original indication, sponsors cannot simply rely on off label enthusiasm. They must run dedicated trials, revise manufacturing and risk management plans, update promotional materials, and ensure pharmacovigilance systems are prepared to capture new safety information. Competitors, like Eli Lilly, now developing similar metabolic therapies must navigate the same regulatory path.

Repurposing a drug can unlock enormous commercial value, but it essentially resets the regulatory lifecycle. This is necessary to protect patients and maintain trust in the therapy. As more companies explore new indications, both opportunity and operational complexity rise. QPharma supports organizations through this expansion by strengthening regulatory compliance, validation, pharmacovigilance readiness, and commercialization infrastructure. By aligning quality systems, data integrity, and promotional oversight with evolving regulatory expectations, QPharma helps life sciences companies move into new indications with confidence, speeding time to market while staying compliant.

Insights That Demonstrate Our Commitment to Detail

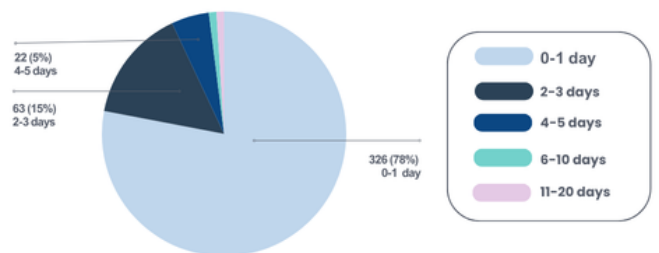
QInsights is QPharma’s advanced analytics dashboard designed to deliver clear, real-time visibility into operational performance across sampling programs. By transforming complex fulfillment and ordering data into intuitive visualizations, QInsights provides the always-on insights teams need to drive ROI and make informed decisions at any hour of the day.

The platform enables brand marketing, operations, and compliance teams to assess program efficiency at a glance. Users can quickly identify top-ordered brands, monitor order processing timelines, and evaluate warehouse performance, including how long orders take from receipt to warehouse release and from release to shipment. QInsights breaks these timelines into detailed day-range segments, enabling rapid detection of delays and operational bottlenecks.

Additional widgets, such as order approval rates, AOC return rates, and the count of unique HCPs placing orders, offer deeper visibility into engagement trends and the impact of business rules. By consolidating essential metrics into a single, interactive environment, QInsights empowers teams to optimize workflow, strengthen compliance, and make data-driven decisions that support the overall health and ROI of their sampling programs.

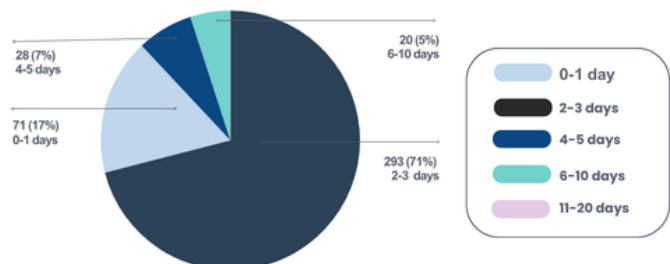
Order Processing Times

Time Taken from Order Receipt to Warehouse Release (Week Days Only)



Warehouse Processing Times

Time Taken from Warehouse Release to Shipped Date (Business Days Only)



QPHARMA PULSE:

SHAPING SOLUTIONS, ELEVATING TEAMS & A DECADE OF INNOVATION

Innovation Made Real: A Client Success Story

Recently, a client came to us with a problem that was quietly eroding their HCP engagement. Their existing sample request site was clunky, confusing, and unsupported. One specific HCP had even stopped ordering entirely because the experience was so frustrating and without meaningful customer service.

This was not just a technology gap. It was a trust gap that was costing them HCP engagement, efficiency, and insight. QPharma went to work.

We rebuilt the entire experience through QPharma's sampling portal, designing it from the perspective that matters most: the HCPs. The new process is clean, intuitive, and responsive. Registration is no longer a barrier, it is a smooth entry point. For the first time, the client now has visibility into HCP ordering patterns, including daily new registrations and measurable retention. A once frustrating experience has become an asset that strengthens the client's commercial strategy. That's what innovation looks like at QPharma, solving real problems that impact real people.

Where Curiosity Becomes Capability – and Capability Becomes Client Success

At QPharma, innovation isn't a buzzword or a department, it's a mindset. It's the spark that turns real client challenges into better systems, smarter workflows, and outcomes that actually move the needle. Our people are the source of that spark. Each day, they rethink what's possible in compliance, data intelligence, sampling operations, HCP engagement and commercial enablement. From developing more intuitive validation frameworks to streamlining end to end sample accountability, our team transforms complex industry demands into solutions that are practical, scalable, and future ready. Whether it's enhancing Titanium® workflows, evolving omnichannel sample request processing, or designing analytics that convert data into insight, our employees are the driving force that keeps QPharma ahead of the curve.

What Innovation at QPharma Really Means

- Asking smarter questions that uncover new efficiencies for clients.
- Building tools and processes that support operational excellence and regulatory confidence.
- Anticipating industry trends, from product demand surges to evolving state level requirements and designing solutions before clients feel the pain.
- Collaborating across disciplines to turn good ideas into real, measurable impact.

Empowered People. Better Outcomes. Bigger Impact.

The innovations that come from our employees don't just improve workflows, they shape the way life sciences organizations operate. Their creativity strengthens compliance, accelerates readiness, and helps clients navigate the increasingly complex ecosystem of commercial operations. Every improvement, every optimization, every new idea is inspired by one belief:

Innovation is how we honor our commitment to Client Success.

QPHARMA PULSE:

SHAPING SOLUTIONS, ELEVATING TEAMS & A DECADE OF INNOVATION



Anne Rose Galang
Vice President of Product Innovation

Celebrating ten years at QPharma, Anne Rose Galang, VP of Product Innovation, has built a career defined by curiosity, adaptability, and a dedication to elevating both technology and the teams that support our clients every day. With a global foundation that began in the Philippines and expanded through Singapore and the U.S., Anne Rose brought deep technical and life sciences experience when she joined QPharma in 2016. Since then, she has played a key role in developing forward-thinking solutions that help our clients navigate an increasingly complex industry landscape.

What drives her is the collaborative spirit at QPharma, and the belief that every client program deserves a customized, thoughtful approach. Because no two implementations are the same, Anne Rose and her team bring fresh thinking, cross-functional partnership, and meticulous attention to detail to every engagement. She attributes each success to the talented colleagues working behind the scenes and takes pride in leading teams that consistently deliver for our clients.

Her passion for innovation embodies why clients choose QPharma. Leaders like Anne Rose ensure every program receives the expertise, creativity, and care needed to not just meet expectations, but exceed them.

[Learn More About Our Leadership Team](#)

“Every client program is unique and it’s our people who transform that uniqueness into something extraordinary.” - Anne Rose Galang

Proactive Alerts:

Pharmaceutical Sales Representative Disclosure Logs are due April 1, 2026. Oregon requires pharmaceutical sales representatives licensed in the state to submit an annual log detailing interactions, sample distributions, and transfers of value.

[Click Here to Visit Regulatory Alerts on the QPharma Site and Stay Ahead of the Due Dates](#)

Our Latest Blog...


From Insight to Impact, Part 2: Preparing for a Powerful Conference Season.

Explore how the right preparation transforms a conference from a single event into a strategic accelerator for you, your team, and your organization.

[Click Here to See QPharma’s Full Blog Series](#)

Save the Date

Join the QPharma Team at These Upcoming Industry Events

 **April 15th:** Thought Leadership Liaison Engagement Summit

 **April 16th:** Webinar Mastering the Maze: State Licensing and Registration for Field Teams

 **April 27th:** Pharmaceutical Compliance Congress (PCC) [Click Here for More Information](#)