



For the banner, we would like something similar to the above example in that it will have screenshots presented similarly. But, we want it to integrate into our design, of course, and use our four screenshots in no particular order (HomePageBanner1, HomePageBanner 2, HomePageBanner 3 and HomePageBanner 4). Text should read: “Enabling Data to Drive Business Performance for Life Sciences Organizations”

Who We Are

We are an experienced, passionate team of business intelligence experts with deep roots in life sciences. Our consultants bring a unique blend of technical expertise, business savvy and industry-specific experience to data enablement.

[Learn More>>>](#)

What We Do

Biltmore Solutions is a leading provider of business intelligence services and solutions to pharmaceutical, biotech and medical device companies. Biltmore consultants help clients optimally leverage QlikView self-service dashboards and analytics to drive strategic decision-making across the organization.

[Learn More>>>](#)

Sign In

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Our Value

Biltmore Solutions enables organizations to leverage data to drive business performance improvement. The solutions we develop for our customers provide them with information to make faster, smarter decisions. Our clients benefit from a powerful combination of expert services and industry expertise to drive a competitive advantage through our market-leading solutions. A rich history supporting sales & marketing teams across the life sciences industry provides us unparalleled insight into the unique needs and challenges of our customers. And, our status as a leading QlikView Implementation Partner means we have the technical expertise to implement, maintain, train, and support QlikView solutions that meet them.

WWW.BILTMORESOLUTIONS.COM/WHAT_WE_DO

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SUBMENU]

What We Do

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Services

Technology

Case Studies



WHAT WE DO

To gain competitive edge in today's life sciences market, every member of the organization must make strategic decisions that drive business performance. They need more than data. They need insight and answers to critical business questions. Biltmore Solutions enables sales and marketing data to make accurate, actionable information readily available to your entire team.

We offer a powerful combination of expert services and market-leading solutions for self-service business intelligence. From sales and marketing leadership to reps in the field, everyone has ready access to information and analysis when they need it. So, everyone is making smarter, faster decisions.

Biltmore's rich history supporting sales and marketing organizations at pharmaceutical, biotech and medical device companies has given us unparalleled insight into your unique needs and challenges. And, our status as a leading QlikView Implementation Partner means we have the technical expertise to develop, implement, support and maintain a QlikView solution that meets them.

We transform data into actionable insight to improve sales and increase market share.



SERVICES

Our experienced consultants work with you to develop and maintain a custom QlikView solution to meet your business intelligence needs. From implementation and training to support and enhancement, we have built a reputation for deep technical expertise and superior customer satisfaction with every service. [Learn more. \[LINK TO
WWW.BILTMORESOLUTIONS.COM/WHAT_WE_DO/SERVICES\]](http://WWW.BILTMORESOLUTIONS.COM/WHAT_WE_DO/SERVICES)

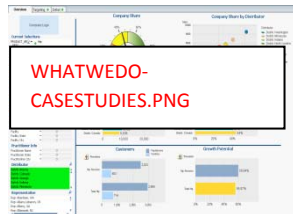


TECHNOLOGY

QlikView is a leading analytics and business discovery platform to consolidate, search, visualize and analyze all data sources for unprecedented business insight.

Learn more. [\[LINK TO WWW.BILTMORESOLUTIONS.COM/WHAT_WE-DO/TECHNOLOGY\]](http://WWW.BILTMORESOLUTIONS.COM/WHAT_WE-DO/TECHNOLOGY)

CASE STUDIES



Biltmore Solutions has been helping sales and marketing organizations rise above data challenges for years. Find out how our innovative, easy-to-use dashboards and analytics improved value, ROI and customer satisfaction for a leading pharmaceutical data provider. Learn more. [\[LINK TO WWW.BILTMORESOLUTIONS.COM/WHAT_WE-DO/CASE_STUDIES\]](http://WWW.BILTMORESOLUTIONS.COM/WHAT_WE-DO/CASE_STUDIES)

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What We Do

Services [INDICATE
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Technology

Case Studies



SERVICES

Biltmore Solutions is a leading QlikView Implementation Partner focused on delivering the market's leading business intelligence solution. We have built a reputation for deep technical expertise and superior client satisfaction in every service we provide.

Our prime competency is helping Life Sciences companies leverage data more effectively to drive business performance. And we have proven ourselves time and again by consistently delivering expert yet practical QlikView solutions.

Our consultants have vast experience supporting sales and marketing operations, so we begin every project with an intimate understanding of your business. We listen to your unique goals and challenges, and deliver a custom QlikView solution to address them specifically. Then, we work with you to coordinate the data, people and processes you'll need to maintain it.

Whether we are deploying an entire team or providing supplemental staff, enhancing existing QlikView applications or developing new ones, the end result is a usable, self-sustainable solution that enables strategic, profitable decisions.

Our services include:

Implementation

Biltmore Solutions is committed to implementing the QlikView solution that applies to your business—not to sell you all the trimmings. Our consultants work with your team to understand the business requirements and custom-develop the dashboards and analytics you need. We have the professional expertise to streamline the implementation process to deliver enterprise-level analytics and reporting.

Training

Biltmore Solutions not only understands the need for self-sufficiency throughout your organization, we promote it. It is much more than implementing a solution and showing your team how to use it. We work with your IT departments and business analysts throughout the implementation to knowledge transfer details on how to manipulate your data. We also provide formal QlikView Designer, Developer and Server classroom training so your team can sustain a long-term business intelligence solution.

Support

Biltmore Solutions can provide ongoing client support, on- and off-site. Our support services include general QlikView troubleshooting, design, and post-implementation assistance with questions and concerns. We also provide insight to generic business processes, such as handling change requests, managing projects and providing post-engagement documentation.

Enhancement

Sometimes a pre-existing client solution is not completely lacking, but rather just needs to be enhanced. Biltmore Solutions stays faithful to the solution that will work best for you. We apply clear analysis, and expertise in data architecture and QlikView, to providing insight, design input and enhancements to your current solution.

WWW.BILTMORESOLUTIONS.COM/WHAT_WE_DO/TECHNOLOGY

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THIS PAGE WILL BE COMPRISED OF DYNAMIC CONTENT PROVIDED TO US AS A JAVA SCRIPT CODE SNIPPET BY OUR TECHNOLOGY PARTNER, QLIKVIEW. IN THE CONTENT FOLDER, YOU WILL FIND A DOCUMENT CALLED “DirectionsforIntegratingTechnologyContent.pdf” ACCORDING TO OUR PARTNER, THIS SHOULD BE ALL THE INFORMATION YOU NEED TO INSERT THE SNIPPET.

What We Do

Services

Technology

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Case Studies

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What We Do

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CUSTOMER
CASE STUDY

Aileron Solutions, a provider of data to pharmaceutical and medical device companies, needed to meet customer demand for an easy, interactive way to leverage data to analyze market potential and penetration. Biltmore Solutions delivered a customizable QlikView business intelligence solution to help.

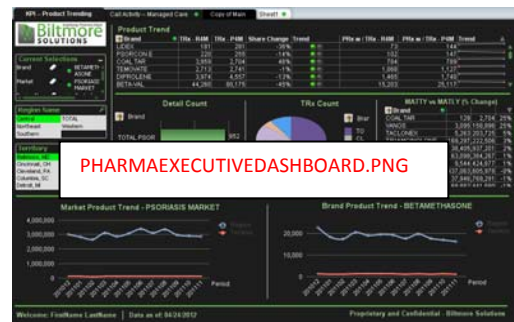
Biltmore provided a solution to provide the entire customer organization, from the CFO to district sales managers and reps, with the information they need. Providing useful, organization-wide analysis adds value to Aileron's data deliverable and speeds return on investment, vastly improving customer satisfaction. The solution is so easy to deploy and customize, Aileron recently launched it for a customer, with minimal IT support, less than three weeks from order placement.

"With the QlikView solution from Biltmore, the data we provide to our customers is much more valuable than as a stand-alone product," said Dave Brosso, President of Aileron. "Our customers are very pleased with the outcome and they believe that by better analyzing trends, their return on investment in the data purchase is far greater."



This QlikView dashboard was designed and implemented by Biltmore Solutions to help Aileron's clients, leading pharmaceutical and medical device companies, improve market analysis and penetration.

INSERT
HORIZONTAL
SEPARATION
(HAIRLINE)
BETWEEN CASE
STUDY AND USAGE
CASE
(PHARMACEUTICAL
EXECUTIVE
DASHBOARD)



PHARMACEUTICAL EXECUTIVE DASHBOARD

Biltmore's data visualization application leverages the QlikView business discovery platform and is specifically designed to maximize the effectiveness of sales and marketing executives, sales operations/market research functions, field sales, and Managed Care teams who are challenged to analyze data in a cohesive, intuitive format.

It provides actionable insight to:

- Compare and trend important Key Performance Indicators
- Determine and improve targeting effectiveness and monitor new product introductions, as well

as sales performance of existing products

- Use dashboards/score cards to monitor goals, priorities and results
- Proactively analyze and understand your business at the territory, region and national levels
- Analyze data at a payer, plan and PBM level
- Evaluate the success of marketing campaigns
- Understand customer retention and defection issues
- React to threshold-based alerts identifying outlier conditions

Save Time, Save Money

Faster decisions give you an advantage over your competition. With a robust reporting library and proven methodologies, this application can be quickly deployed.

Grows with Your Business

This executive dashboard solution is data agnostic. It can easily accommodate additional data sources which is a great advantage when your business is growing, adding products, involved in co-promotions, or mergers/acquisitions.

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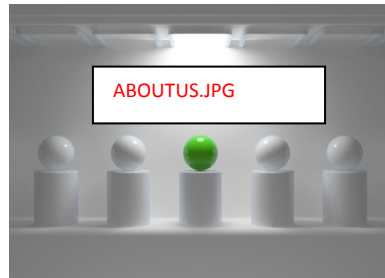
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About Us

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Leadership

Careers



ABOUT US

Biltmore Solutions helps companies optimally leverage data to drive business performance. Our powerful combination of expert services and market-leading technology enable data for self-service business intelligence and discovery across the organization. So, everyone is making faster, smarter decisions that impact performance and profitability.

Our consultants bring superior technical and business expertise to delivering and maintaining custom dashboards, analytics and reporting solutions. We are a leading QlikView Implementation Partner, which means we have proven proficiency in the market's leading business intelligence platform. And, our consultants have spent decades helping pharmaceutical, biotech and medical device companies monitor and improve business performance, so we understand the specific needs and how to meet them.

The Biltmore name is synonymous with improving sales and marketing effectiveness for Life Sciences companies. Our sister company, **Biltmore Technologies** [LINK TO [HTTP://WWW.BILTMORETECH.COM/](http://www.biltmoretech.com/)], is a leading provider of technology consulting and business solutions to help organizations optimally leverage information assets.

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LEADERSHIP

About Us

Leadership

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Careers

MIKEWEXLER.JPG
(THIS IS A HEADSHOT.
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OBTAINING THE
IMAGE. WILL SEND
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READY)

MIKE WEXLER, PRINCIPAL

As a founding principal, Mike manages product solution development for Biltmore Solutions and grows and supports sales and solution offerings for its sister company, Biltmore Technologies. He sets product vision and strategic direction for Biltmore Technologies, leading the firm's planning process and overseeing daily operations. Mike is responsible for growing and managing My Vital Signs Rx,

Biltmore's SaaS-based data warehouse and reporting solution for small and mid-tier pharmaceutical and biotech companies. He has more than two decades of experience in information management and consulting in the pharmaceutical industry, specifically the sales and marketing sector. Prior to joining Biltmore, Mike held management positions at Shared Medical Systems, Rhone-Poulenc Rorer and Information Resources, Inc.

GARY WARNER, PRINCIPAL

GARYWARNER.JPG
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As a founding principal of Biltmore Solutions, Gary leads the QlikView consulting and solutions practice, which supports and augments QlikView staffing needs for Life Sciences clients. He is responsible for growing the business and managing its daily operations. Gary has extensive experience helping Life Sciences organizations drive business through technology. With over a decade supporting life science companies, he has held leadership positions in sales and marketing for

MicroStrategy, Biltmore Technologies and Synergistix. He is the founder and organizer of the Sales Operations Leadership Council, a professional networking organization that facilitates peer collaboration among sales operations executives of small- to mid-tier life sciences companies.

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About Us

Leadership

Careers [INDICATE
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CAREERS

Biltmore Solutions has built an inclusive, entrepreneurial culture where a diverse range of talented professionals work together to serve our clients. Our team members exhibit important shared traits: a passion for new challenges, the desire to collaborate with smart, talented people and, most importantly, meeting and exceeding client expectations.

Biltmore Solutions offers professional advancement and generous compensation. We currently have positions open for motivated, highly skilled people.

If you would like to join our team, please send your resume to careers@biltmoresolutions.com.

WWW.BILTMORESOLUTIONS.COM/CONTACT_FOLLOW



CONTACT & FOLLOW

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ACCOUNT DETAILS TO COME



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