



Simplify Pharmaceutical
Business **With TEB**



Introduction

The pharmaceutical industry is rapidly evolving with new technologies changing the landscape of business processes and management.

The frontrunner of this technology is TEB.



TEB is an advanced business automation and CRM software in the AI age, proven to simplify business and transform processes to be more efficient and profitable. In this report, we will explore how TEB is simplifying business in the pharmaceutical industry.

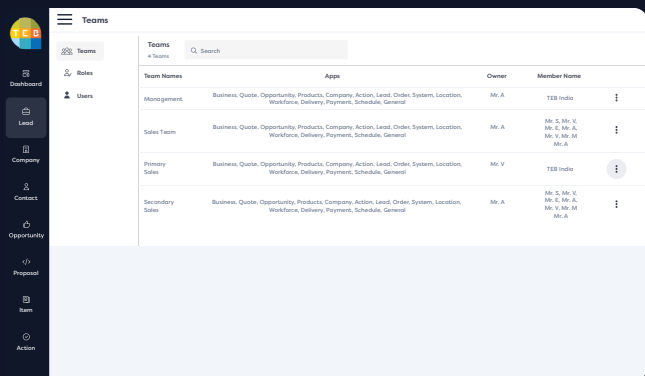
Streamline Tracking

Pharmaceutical businesses are completely streamlining the way they track team tasks, and communication interactions with TEB.

Team activities & communications

TEB makes it simple for businesses to keep track of their teams. With a user-friendly dashboard, it takes one glance to see:

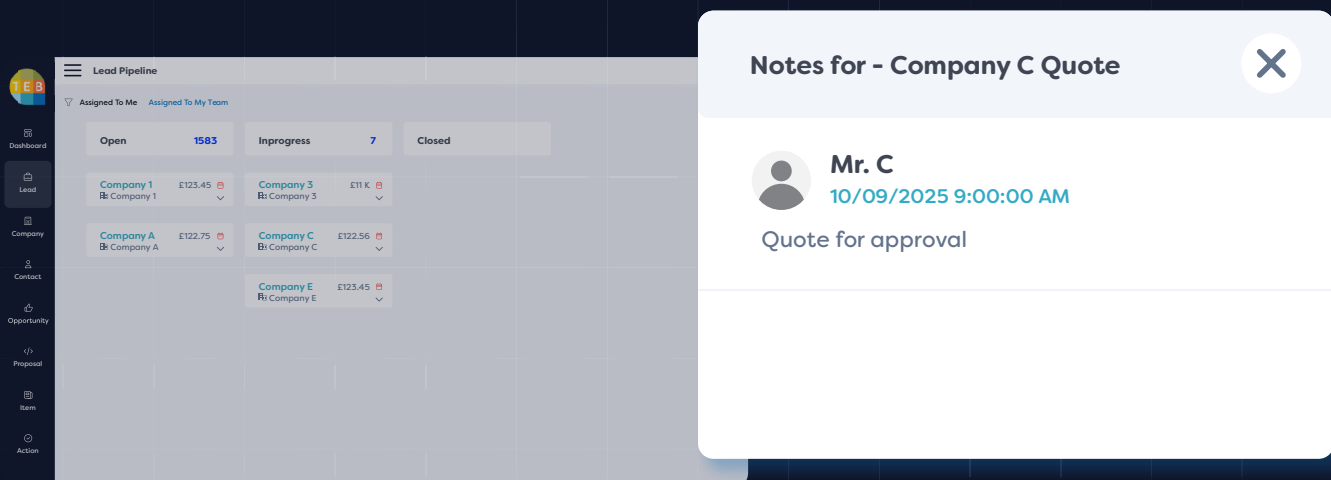
- Teams' upcoming actions
- Teams' previous actions
- Daily objectives
- Upcoming visits



The screenshot shows the 'Teams' section of the TEB dashboard. It features a sidebar with navigation icons for Dashboard, Lead, Company, Contact, Opportunity, Proposal, Item, and Action. The main content area displays a table with columns for Team Names, Apps, Owner, and Member Name. The table lists four teams: Management, Sales Team, Primary Sales, and Secondary Sales, each with associated apps and team members.

Team Names	Apps	Owner	Member Name
Management	Business, Quote, Opportunity, Products, Company, Action, Lead, Order, System, Location, Workflow, Delivery, Payment, Schedule, General	Mr. A	TEB India
Sales Team	Business, Quote, Opportunity, Products, Company, Action, Lead, Order, System, Location, Workflow, Delivery, Payment, Schedule, General	Mr. A	Mr. S, Mr. V, Mr. E, Mr. A, Mr. V, Mr. M, Mr. A
Primary Sales	Business, Quote, Opportunity, Products, Company, Action, Lead, Order, System, Location, Workflow, Delivery, Payment, Schedule, General	Mr. V	TEB India
Secondary Sales	Business, Quote, Opportunity, Products, Company, Action, Lead, Order, System, Location, Workflow, Delivery, Payment, Schedule, General	Mr. A	Mr. S, Mr. V, Mr. E, Mr. A, Mr. V, Mr. M, Mr. A

Pharmaceutical businesses can seamlessly view the previous interactions they have had with a lead, while seeing what the next scheduled interaction is. This makes it easy to view where the lead is in your pipeline, and what needs to be done next to convert them.



The screenshot shows the 'Lead Pipeline' section of the TEB dashboard. It features a sidebar with navigation icons for Dashboard, Lead, Company, Contact, Opportunity, Proposal, Item, and Action. The main content area displays a table with columns for Assigned To Me, Assigned To My Team, Open, Inprogress, and Closed. The table lists five leads: Company 1, Company 3, Company A, Company C, and Company E, each with associated values and status. A modal window titled 'Notes for - Company C Quote' is open, showing a profile icon for Mr. C, a timestamp of 10/09/2025 9:00:00 AM, and the text 'Quote for approval'.

Assigned To Me	Assigned To My Team	Open	Inprogress	Closed
Company 1	Company 3	£123.45	£11 K	
Company A	Company C	£122.75	£122.56	
	Company E	£123.45		

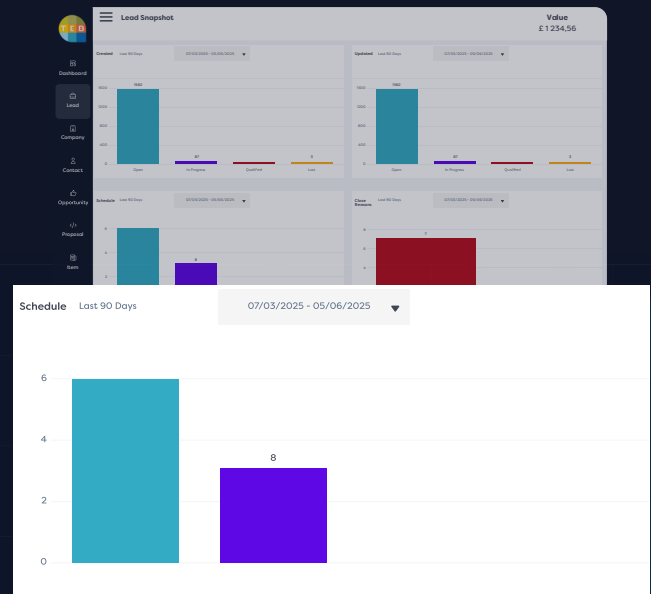
This helps management in the pharmaceutical industry stay on top of their team's tasks and objectives.

Simple revenue & doctor visit reports

TEB completely simplifies reporting for management, giving snapshots of the critical information you need to see, while also generating visit summary reports for doctors with just one click.

Report snapshots

Pharmaceutical businesses are using TEBs report snapshots to easily track Zone Wise/Team Wise revenue. Management can stay on top of revenue generation and segment results based on teams, regions, or other customisable filters.

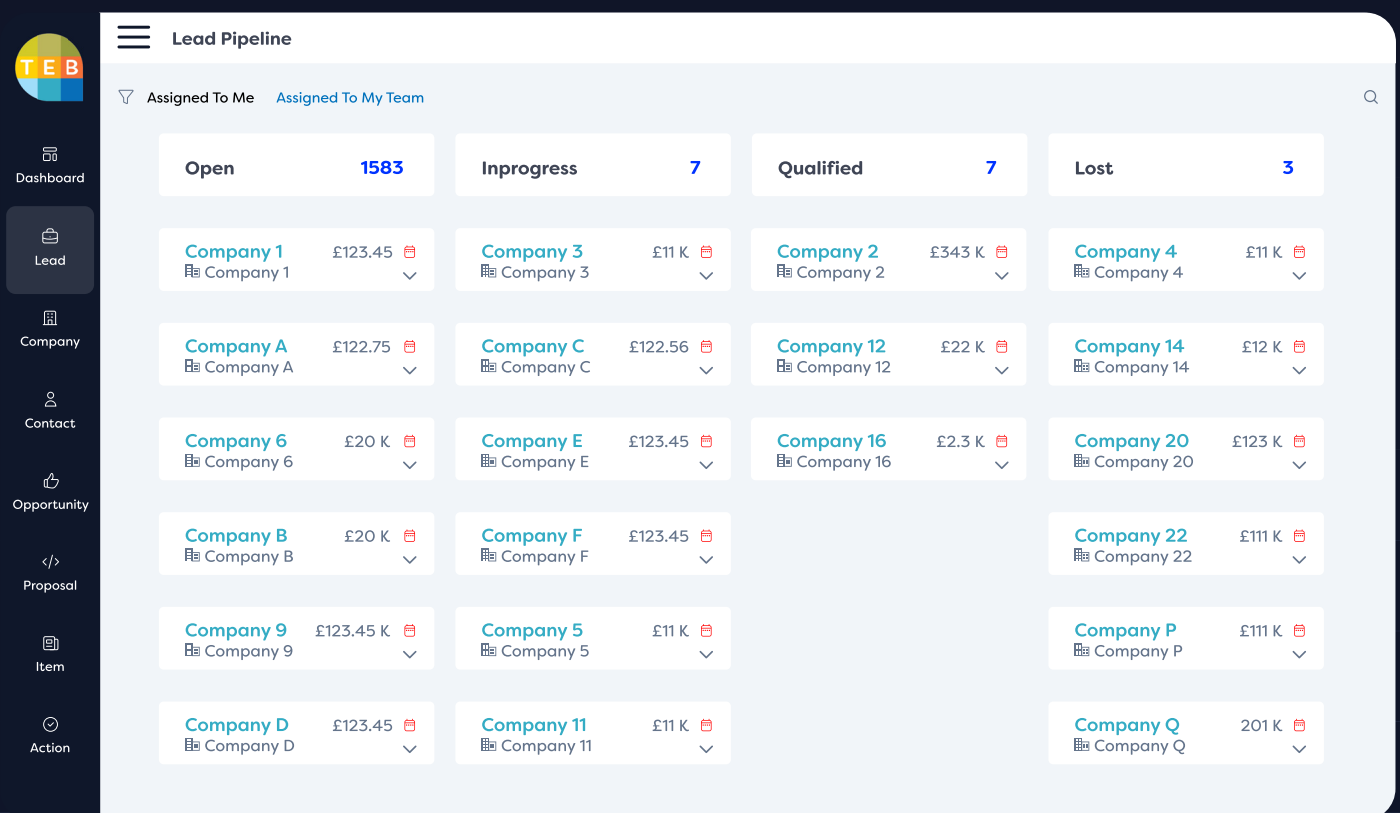


Visitation reports

TEB tracks all the visits that have taken place with leads and clients, and with one click you can generate a visitation report. This report will tell you the purpose of the visit and the outcome of the visit, making it easy to stay on top of your inperson interactions.

Stage-wise doctor/hospital history

TEB gives you a simple view of all your doctor and hospital interaction history, with a clear structure of where they sit in your/your teams' pipeline. This gives you a clear overview of how contacts are progressing and makes it easier to create accurate forecasts of sales.



This stage-wise view can be easily updated with Kanbanstyle management, allowing you to drag and drop contacts into the relevant pipeline stage as they progress through your pipeline. You can also filter your view based on daily, weekly, monthly or yearly options to only see the data you need.

This pipeline is fully customisable to fit your unique workflow.

Collect doctor feedback

TEB gives you the tools to seamlessly collect doctor feedback at each stage of your workflow with the ability to create surveys. This makes it easy for pharmaceutical companies to get feedback on samples, and how their products are being used by doctors.



The feedback collected is simply displayed in the form of pie charts and graphs to make it easily digestible, and quick to conclude from.

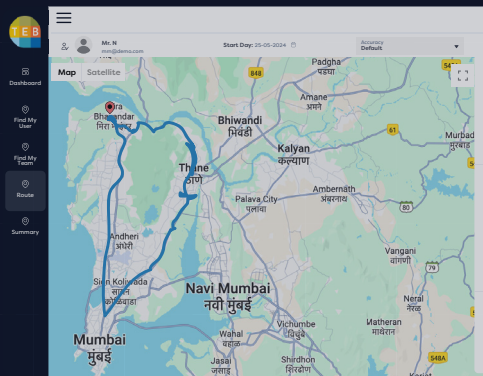
Field-force **management**

TEB completely simplifies reporting for management, giving snapshots of the critical information you need to see, while also generating visit summary reports for doctors with just one click.

Overview of day

TEB will give you an overview of your team members' day, showcasing:

- Number of client visits
- Start location
- End location
- Last seen
- Distance covered

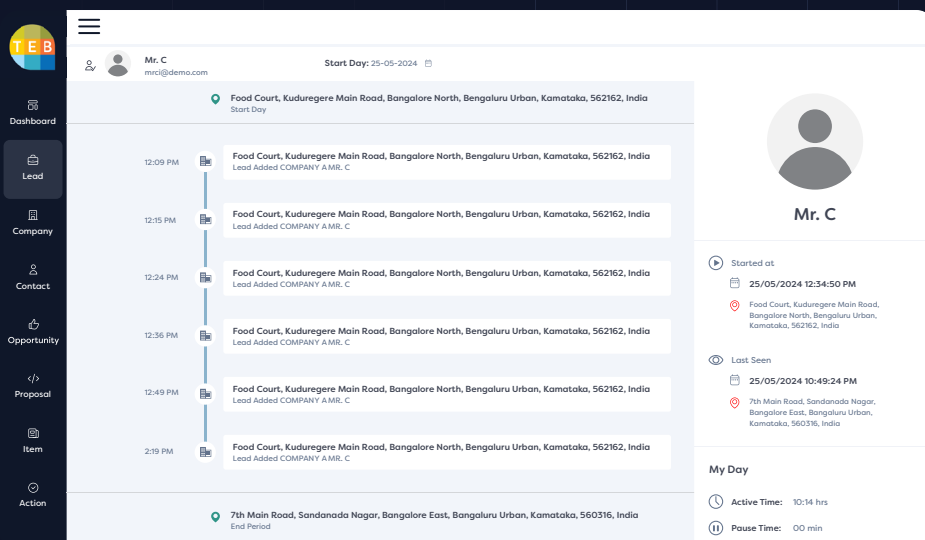


Mr. N

My Day

🕒 Active Time	: 03:19 hrs
⏸ Pause Time	: 03:12 hrs
📅 Total Time	: 06:32 hrs
📏 Distance covered	: 12.8 km

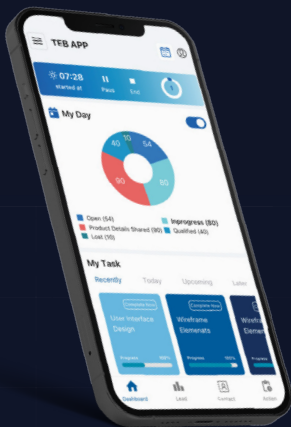
This helps management stay aligned with their team, and see the number of meetings that have taken place.



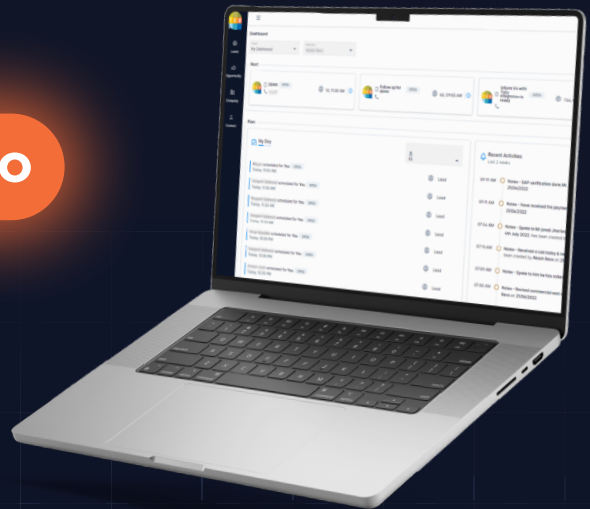
With TEB, you can also see your team members route history when travelling, helping management plan routes, meetings and objectives in the future to have the most efficient day possible.

Let's help your Pharma company simplify its workflow

Book a demo with our Pharma specialists and take the first step towards getting a ready-to-go, custom-built workflow solution for your business.



Book A Demo



"TEB Apps actually makes sales easy"

- Global Automotive Parts Director

