



# Kazakhstan & Eurasia

Information services



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# IQVIA local information services

*A wide range of offerings in the Eurasia countries*

	KAZAKHSTAN	UZBEKISTAN	KYRGYZSTAN	TAJIKISTAN	AZERBAIJAN	ARMENIA	GEORGIA	BELARUS	MOLDOVA	MONGOLIA
Retail audit (Sell-In)	✓	✓	✓		✓	✓	✓	✓	✓	
Retail audit (Sell-Out)							✓			
Budget audit	✓	✓	✓					✓	✓	
OneKey	✓	✓	✓		✓	✓	✓	✓	✓	
Import				✓					✓	✓
LRx	✓									

## Total coverage:



Population  
**106,8 M**



Market  
**\$8,7 bln.**



# IQVIA global information solutions

*IQVIA Global Market Insights (GMI) — global information ecosystem*



## MIDAS

*The trusted industry gold standard in global market measurement*

- Providing connectivity and international standardization of sales value and volumes and medical prescription data in over 90 countries
- Allowing cross-country analysis of performance and additional insights



## Syndicated Analytics

*Supporting Life Science find and maximize opportunities*

- Syndicated and online solutions providing information across the commercial lifecycle of a drug
- Sales analysis, forecasting, pipeline, launch, protection, deals pricing and market access information



## Chemical Info Services

*Substance market analysis*

- Supporting businesses find, validate & negotiate everyday sourcing and procurement decisions featuring raw materials, specialty chemicals and bulk pharmaceutical data























## Regulatory













*Regulatory intelligence and compliance for the healthcare industry*

- Providing access to global regulatory information on Human Drugs, Biologics, Medical Devices, and IVDs
- Covering more than 110 countries, regions and international organizations across the world

# Retail audit in the Eurasia countries

	 Belarus	 Moldova	 Armenia	 Azerbaijan	 Georgia	 Kazakhstan	 Uzbekistan	 Kyrgyzstan	 Tajikistan	 Mongolia
<b>Data Source</b>	Phs Sell-In	Whs Sell-In	Phs Sell-In	Whs Sell-In	Phs Sell-In	Whs Sell-In	Whs Sell-In	Whs Sell-In	Import and local production	Import
<b>Universe</b>	4 000	50	1000	50	1600	100	300+	50	-	-
<b>Coverage</b>	 90%	 85% (11)	 38%	 80% (7)	 85%	 85% (20)	 75% (20)	 85% (9)	 85%	 100%
<b>Prices measure</b>	TRD/RET	TRD/RET	TRD/RET	TRD/RET	TRD/RET	TRD/RET	TRD/RET	TRD/RET	TRD/RET	TRD/RET
<b>Classifiers</b>	OTC/RX, INN, ATC, EphMRA, MS, CHC, NFC	OTC/RX, INN,ATC, EphMRA, NFC	OTC/RX, INN,ATC, EphMRA, NFC	OTC/RX, INN,ATC, EphMRA, NFC	OTC/RX, INN,ATC, EphMRA, NFC	OTC/RX, INN, ATC, EphMRA, MS, CHC, NFC	OTC/RX, INN,ATC, EphMRA, NFC	OTC/RX, INN,ATC, EphMRA, NFC	OTC/RX, INN,ATC, EphMRA, NFC	OTC/RX, INN,ATC, EphMRA, NFC
<b>Availability of flat files</b>	yes	yes	yes	yes	yes	yes	yes	yes	no	yes
<b>Territories</b>	83	35	2	2	11	47	14	3	national	national
<b>BackData</b>	2004	2010	2010	2010	2010	2004	2010	2012	2021	2015
<b>Additional Services</b>	Distribution Index	Import, DLO	-	-	-	Distribution Index	-	Distribution Index	-	-
<b>DAP*, days</b>	20	30	30	20	30	20	30	30	60	60

# Budget audit in the Eurasia countries

	 Kazakhstan	 Kazakhstan +	 Uzbekistan	 Kyrgyzstan	 Belarus	 Moldova
<b>Data source</b>	SKF + whs	SKF + whs	wholesalers	wholesalers	wholesalers	wholesalers
<b>Coverage</b>	 95%	 95%	 75%	 85%	 90%	 85%
<b>Prices measure</b>	TRD	TRD	TRD	TRD	TRD	TRD
<b>Classifiers</b>	OTC/RX, INN, ATC, EphMRA, MS, CHC, NFC	OTC/RX, INN,ATC, EphMRA, NFC	OTC/RX, INN,ATC, EphMRA, NFC	OTC/RX, INN,ATC, EphMRA, NFC	OTC/RX, INN, ATC, EphMRA, MS, CHC, NFC	OTC/RX, INN,ATC, EphMRA, NFC
<b>Availability of flat files</b>	yes	yes	yes	yes	yes	yes
<b>Territories</b>	20	20, OneKey bricks / indv. HCO data	national	national	6 /12 + 9 of Minsk' bricks	national
<b>Backdata</b>	2008	2020	2023	2016	2004	2011
<b>DAP*, days</b>	20	15	25	30	20	30

# OneKey<sup>®</sup> in the Eurasia countries

*The only syndicated database that includes healthcare professionals (HCPs), medical facilities, and pharmacies. Pharmaceutical companies from Eurasian countries contribute to its development.*



**100% coverage:**

-  **Healthcare Specialists**
-  **In-patient and out-patient medical institutions**
-  **Pharmacies and its hierarchy**

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