

Advisor-System Integrator Partner Program

*Align with IQVIA at the forefront of
digital transformation*

IQVIA Technologies is building a top-tier partner ecosystem with programs that drive mutual success for both participating partners and our customers. We rely on collaboration with our advisory partners in order to offer our customers more options when defining their implementation and support strategies. Partnerships enable us to scale at a rate we could never achieve alone.

Our Advisor-System Integrator Partner Program is designed to drive win-win outcomes, leading to lasting relationships anchored in trust. As a certified advisory partner, you can gain considerable opportunities to grow your business with the life sciences customer segment.

THE BENEFITS OF PARTNERING WITH IQVIA

ACCESS AND OPPORTUNITY

MAXIMIZE YOUR BUSINESS OPPORTUNITIES

- Strengthen existing relationships and maximize new business opportunities by tapping into IQVIA's vast network of more than 8,000 healthcare clients using our technology
- Engage with customers from concept to go-live to build long-term, trusted relationships
- Leverage a dedicated Partner Alliance Manager and comprehensive product training and sales enablement tools
- Demonstrate that your organization has the skills, commitment and connections to support your customers' business both now and in the future

CUTTING-EDGE CAPABILITIES

STAY ALIGNED WITH THE BEST NEXT-GENERATION TECHNOLOGY

- As a result of IQVIA Technologies' platform-of-platforms strategy, capitalize on and advance core skillsets your team already possesses in underlying technologies while helping customers address some of their highest priority business challenges
- Play a vital role in the new wave of technology disruption in the life sciences and healthcare industries

QUALITIES WE VALUE IN PROSPECTIVE ADVISORY PARTNERS:

- Well-entrenched in the life sciences industry
- Track record of success
- Experience in next-generation technology
- Understanding the value of AI and ML
- Hungry for opportunities to collaborate on IQVIA customer needs

PROGRAM INFRASTRUCTURE AND DEDICATED RESOURCES TO HELP YOU SUCCEED



IQVIA Partner Alliance Manager

- A dedicated resource assigned to your organization, accountable for ensuring effective program execution and mutual success



Joint Opportunity Management

- Leverage our collective sales capabilities by coordinating opportunity pursuit with support from the IQVIA sales, GTM strategy and product organizations



Dedicated Technical Enablement and Support

- Sandbox environment
- Technical support
- Product documentation & configuration guides



IQVIA Technologies Partner Portal

- Gated access to partner services and critical information, including training, lead registration and marketing collateral

REQUIREMENTS FOR ADVISOR-SYSTEM INTEGRATOR PARTNER PROGRAM ELIGIBILITY

STRATEGIC ALIGNMENT

Assigned Business Lead

A designated resource within your organization who is aligned to IQVIA and accountable for ensuring effective Partner Program execution and mutual success.

LEGAL

Non-Disclosure Agreement (NDA)

Advisor-System Integrator (ASI) Program Agreement

TRAINING

Active Full-Time Employees Completion of Training and Certification

No minimum number of trained and certified employees is required to become a partner. However, to ensure customer success, it is required that only trained and certified employees will be staffed on client engagements. There will also be ongoing continued education requirements.