

# GAIA

[QNS]



Improves the pharmacy's reordering activity by maximizing margins and making stock management more efficient

## Main benefits

### Efficient order management, with an attention to the pharmacist

GAIA (Artificial Intelligence Purchasing Management) is S2E's AI-based software solution designed to optimize daily reordering activities in the pharmacy. Thanks to the continuous processing of historical data and the pharmacist's purchasing habits, GAIA continuously learns how best to manage the stock of each product in the assortment, supporting the pharmacist in his reordering activity and respecting his decisions.

### Scope

GAIA is aimed at pharmacies and pharmacy chains, such as ownership groups and networks, who see an opportunity to improve the management of their reordering processes in order to:

- Save stock while respecting set service levels.
- Maximize margins while ensuring that purchasing targets set with their suppliers are met.
- Save time in the reordering process to redeploy it in listening, advising and relating to their customers.

### Challenges facing companies

Considering the challenge and increasing role of pharmacies in providing preventive and surveillance services (service pharmacies), optimizing reorder management activities can become a key strategy for the sustainable economic growth of a chain or network, or even an individual pharmacy.

Re-ordering remains among the most critical activities in the operation of a pharmacy. This is why it is essential to simplify its management, while continuing to guarantee the same or even better results.

## The advantages offered

A company adopting GAIA improves its performance, saving on inventory, maintaining or even reducing the risk of out-of-stock, increasing the purchasing margin and ensuring that targets set with suppliers are met. The pharmacist acquires support in his purchasing decisions, which is effortlessly integrated into his operational process and which preserves his autonomy.



## S2E: approach and proposed methodology

GAIA is S2E's software solution that integrates into the operational process in a non-invasive way for the pharmacist's work. The solution allows reorder management as a white label and is not tied to a specific supplier, integrating directly with the pharmacy management system via the warehouse card. Thanks to Artificial Intelligence, GAIA learns to propose orders in line with the pharmacy's specificities, while respecting the company's stock, marginality and purchasing targets set with suppliers. GAIA respects and preserves the decision-making autonomy of the pharmacist, who has the possibility of modifying the proposed recommendations, while allowing the system to learn from the changes made. GAIA is the winner of the AboutPharma Digital Awards 2023, in the category 'Update and support for pharmacists'.

### Advantages of GAIA adoption

The main advantages of GAIA are:

1. Optimization of the warehouse, with an expected saving of more than 10% of its value, while respecting the usual level of suspense and ensuring that the main products are always available.
2. Improvement of the purchasing margin by more than 0.5%, with the guarantee of reaching the targets defined with suppliers.
3. Increased automation and simplification of reordering activities, with an acceptance rate of orders proposed to the pharmacist of over 80%.
4. Enhancement of the figure of the pharmacist, preserving his decision-making autonomy.
5. Lower logistics costs and lower environmental impact.

### Offer model

GAIA is an S2E product offered at a fixed fee for each pharmacy managed by the solution, with a one-off activation cost, in a simple and transparent manner.

Confident of the benefits that GAIA guarantees the company, for the first year of adoption we propose a remuneration linked to pre-established targets, indexed to specific KPIs identified with the customer.

GAIA is a solution that does not take long to integrate into the company: we propose an initial pilot phase of approximately one month for the on-boarding of one or more pharmacies identified by the customer, and a further month for the integration of the rest of the pharmacy network.