



# Zoom for Biotech & Pharmaceutical Companies

## One platform connecting your industry ecosystem

Zoom provides a secure, scalable, all-in-one platform to connect every part of your organization, from research and development to manufacturing and distribution.

### Collaborate efficiently

Keep up with the pace of innovation and workplace communication by bringing together teams in a virtual or hybrid space

### Improve flexibility & agility

Connect in an instant over video, phone, or chat to ramp up production or respond to potential risks

### Increase patient engagement

Build trust and enhance communication between patients, investigators, and clinicians over video

## Modern collaboration for pharma and biotech companies

- +** **HD video & audio:** Exceptional clarity and quality for communications throughout the supply chain
- +** **Reliability:** Consistent video experience, even in low-bandwidth environments
- +** **Compliance and security:** Multilayer security with 256-bit AES-GCM encryption
- +** **Workflow integration:** Integrate with health information technology systems and clinical trial workflows
- +** **Accessibility:** Live transcription, multi-pinning, and keyboard shortcuts make video communications accessible





### Cross-functional collaboration

Meet and work seamlessly with internal teams and external partners using our chat, phone, and video solutions



### Virtual sales calls

Enable drug and medical device reps to meet with providers and physicians virtually, cutting down on time and costs of travel



### Manufacturing support

Access virtual service and support on manufacturing work floors to increase process efficiencies while decreasing time to market



### Research & development

Collaborate and consult with leading experts around the world, regardless of location, to stay competitive with new innovations and research



### Patient engagement

Meet with patients over video to get feedback on drug improvements, improve medication adherence, or provide patient education



### Clinical trial communications

Bring together investigators, sponsors, and CROs on one platform, and conveniently check in with trial participants via video

## Streamline communications on the Zoom platform

**Zoom Meetings** for virtual collaboration with clinicians, researchers, investigators patients, and customers

**Zoom Phone** for flexible, cloud-based telephony with service across 40+ countries

**Zoom Chat** for instant messaging with individuals or groups

**Zoom Video Webinars** for trainings, conferences, and medical education

**Zoom Rooms** for video-enabled conference rooms and workspaces to support your hybrid workforce



“We have partners all over the world. To be able to collaborate with people through video, with a seamless screen share experience, has reduced the need to travel. Dealmaking changes, relationships evolve, because you can actually see people.”

**Parag Govil, Chief Information Officer**  
Spectrum Pharmaceuticals