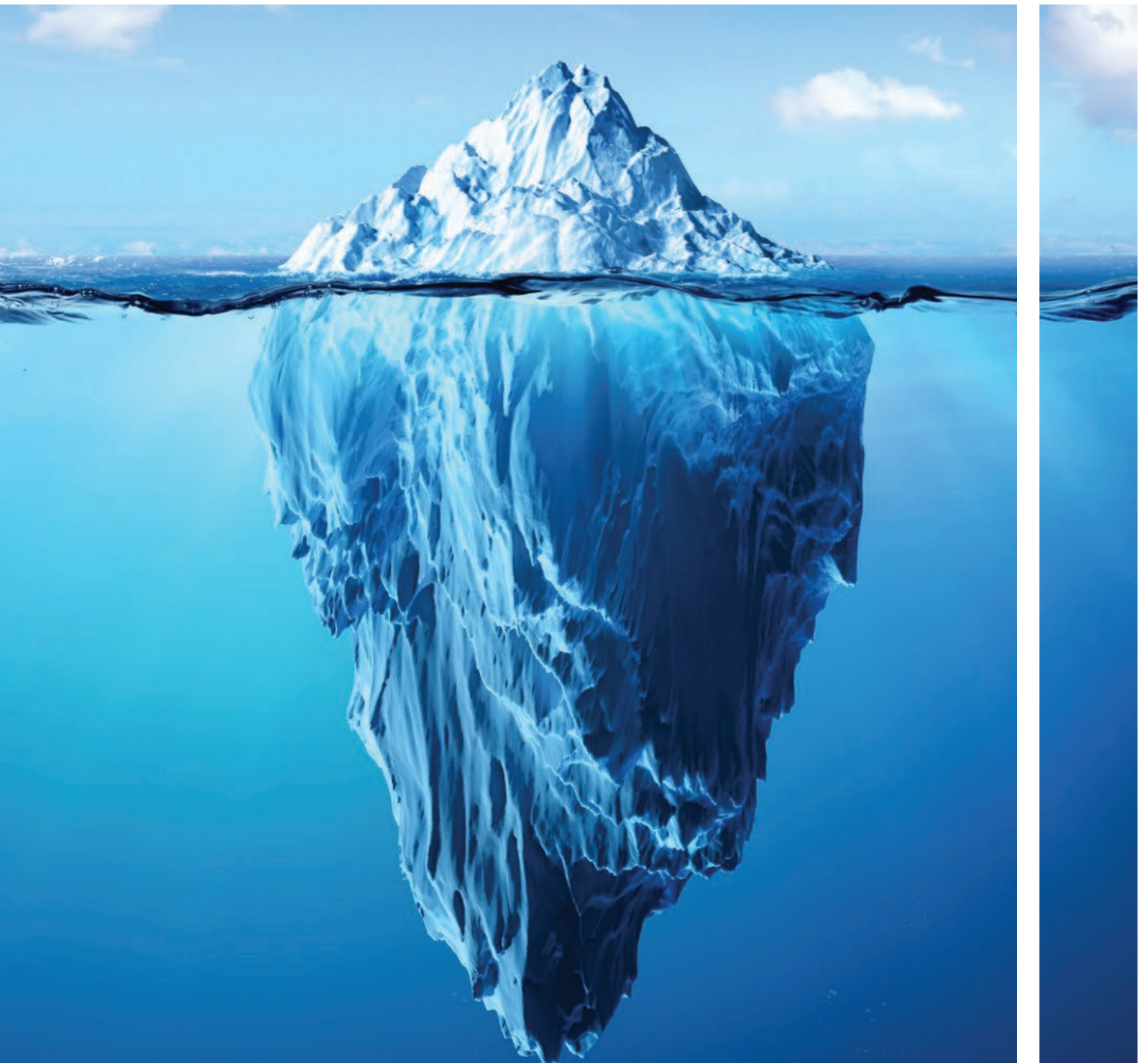




Company Profile



ABOUT US

Head quartered in Nairobi Kenya, ennoialQ extends its management services in providing expert advice in Healthcare, Digital space, Marketing, Sales, Training and Development, Operations, Research, Healthcare Education, Business Support Services amongst others.

With deeply thought innovations backed by extensive research and expertise we collaborate with our partners and clients to and provide solutions and meet their needs.

We serve a broad range of clients from individuals to private and public enterprises.

Integrity is the foundation on which we do what we do, and we take great pride in that.

We hope you enjoy our services as much as we enjoy offering them to you.

VISION

Our vision is to help our clients think deeper and perform better

MISSION

Our mission is to promote resilience in a continuously dynamic environment through innovation

CORE VALUES

Innovation

Customer Centric

Resilience

Collaboration

Integrity

Education



Business

Units

ennoialQ in Commercial Operations

Sales - We help clients reach their full sales potential while maintaining efficiency. We can help train and restructure sales forces and provide coaching and support on the field. In addition, we can assist develop strategies to maximize value from back-office services and accelerate short-term sales, and assist with company-wide commercial transformations

Market Research- ennoialQ offers services in both primary and secondary research. If you are starting a new business, launching a new product opening a new location, market research is essential for your success. Our primary research is designed to meet your unique and specific needs. Secondary research is worthwhile as it provides a foundation for any project.

Marketing- ennoialQ provides full-service marketing agency services to companies in the following sectors: pharmaceutical, clinical research, medical device hospital organizations, and associations. These services include branding strategy formulation and implementation, branding services, websites and digital marketing services, content and inbound marketing, traditional marketing services, advertising campaigns and trade shows.



Market Access- We are dedicated to partnering with our clients to ensure optimal patient access through market intelligence, strategies, and account management for delivering positive outcomes.

Product Launches- A well-planned and executed product launch strategy can power rapid product sales uptake. Although the foundation of successful new product launch remains the same – a sound sales and marketing strategy – the level of complexity continues to rise, there is a need to address established or emerging trends such as increased payer influence, tougher competition, focus on health outcomes, shift toward specialty products, impact of digital media and tighter budgets. In this regard, we assist our clients formulate and implement product launch strategies that will ensure successful launch of their products and services. In addition, we also help our clients put in post-launch management measures that will help mitigate the risk associated with overspending or underfunding therefore ensuring the commercial viability of the product.

ennoialQ in Digital

In collaboration with our partners we offer e-detailing tools, webinar platforms, CRMs, CLMs, Patient Management Systems, emailers, healthcare applications, online learning platforms amongst others.

All the solutions we choose to work with meet the criteria of offering the highest standard of data security, comply with privacy and data protection laws, are scalable and can grow with our client's companies and we make sure the solutions adopted accommodate the pharma industry's challenging legal and regulatory environment.

ennoialQ in Consulting

Business Support Services - We offer services in Accounting, Bookkeeping and Tax geared towards the healthcare industry.

Strategy Development- We work with clients to fully understand their business & market and can offer solution that determine the success of their brands. From understanding the market to designing and deploying commercial strategy. Our approach to scenario planning and launch excellence gives you confidence that the differentiating potential of our client's product portfolio is fully maximized throughout the product cycle. We deliver a comprehensive range of solutions from ideas to performance tracking.

Supply Chain Management We take the customer's perspective to develop an end-to-end view of the supply chain, working with companies to define strategy, redesign distribution networks, benchmark performance, identify problems, improve service levels, manage risk, reduce backorders, and lower inventory.





ennoialQ in Outsourced Solutions

ennoialQ is your trusted provider of outsourced commercial, clinical operations and medical teams.

Whether you need a solution for short-term or permanent and executive solutions, we are happy to assist.

Contract teams- Perhaps you are looking for a contract commercial or contract clinical team, we will recruit and offer models for both clients managed or ennoialQ managed teams.

Inside sales Teams- Our Inside sales support services include interactive e-detailing, tele-detailing, pharmacy campaign support, hybrid representatives, stakeholder representatives and concierge services

Patient Service Teams- An approach to help client become more patient-focused and improve return on investment

ennoialQ in

Research

We aim to provide evidence-based solutions and will be offering an array of Health Outcomes Research options tailor-made to bring patient needs to the forefront and improve the quality of health service delivery.



ennoialQ Patient Services

Patient Engagement Programs- Patients are becoming a more powerful influencer within the healthcare space. Partnerships, collaborations, and a shared desire to improve patients' lives is a common goal by pharma, Healthcare providers and patients. ennoialQ enhances this collaboration through facilitating discussions, understanding patient needs and ensuring planning and implementation of communications and activities. Examples include Insights gathering to develop a deep understanding of the patient in order to facilitate improved patient-HCP dialogue , development of strategy and execution of social media campaigns in order to reach and engage consumer/patient audiences in support of awareness campaigns and product device launches.

Community Stakeholder Engagement: Every patient is part of a community that can either support or barricade their treatment. Whether it may be attributed to cultural beliefs or to lack of knowledge it is critical to understand these deep-seated issues that are a barrier to treatment. At ennoialQ once we understand these issues, we come up with community level interventions and continuously monitor the impact of these interventions.



Patient Support Programs- At ennoialQ we design creative and tailored solutions that help patients overcome the barriers that can prevent them from succeeding on specialized therapies through personalized multi-channel support programs that truly engage patients and manage treatment barriers to help patient stay on therapy-side effects, self-injection, cost, understanding, motivation etc.





Patient and Care giver support- we use multi channels to delivery, variety, and repetition to help patients engage with important information about their condition, medication, and the importance of adherence. Positive behavior change requires more than simple reminders and education. Our approach considers the patient holistically. It's easy to assume that the reasons for non-adherence are always the same, for example forgetfulness or side effects. However, there can be a whole range of factors and nuances specific to each individual patient. It is for this reason we make sure to meet both clinical and functional needs as well as behavioral and psycho-social needs.

Clinical audits: Our clinical audit service is delivered through highly qualified advisors. It is conducted with the highest compliance and adherence to all relevant local and international codes and policies. Through this service we can identify patients sub-optimally treated according to local or national guidelines.

Healthcare Professional Education-With healthcare professionals short on time, it is important to offer educational programs that suit their individual needs. At ennoialQ we have the resources to create and deliver a comprehensive range of programs in any setting. Whether it will be a face to face sessions and conferences to online courses and webinars. Through our experts, we develop and deliver modular educational sessions that cover the practicalities of optimizing patient care outcomes in specific disease areas or clinical settings. Whether the education is focused on a particular disease, device, or service delivery, we make sure the program is completely flexible to meet the needs of local clinicians, policies, and guidelines.

A grayscale photograph of medical equipment including a stethoscope, a syringe, and surgical forceps resting on a grid-patterned surface, likely a medical chart.

ennoialQ in Medical Education

We offer platforms helping busy HCPS understand and apply the latest evidence so that they can help their patients achieve optimum health outcomes. We utilize approaches that Healthcare providers find both convenient and genuinely valuable.



ennoialQ in Meetings and Events

We deliver healthcare events and Pharmaceutical meetings with precision of message and impact. Whether you need the delivery face to face, virtually or a Hybrid you can count on us. We will help you choose the right platform for your needs. Talk to us about

- ◇ Virtual and Hybrid Meetings
- ◇ Exhibits, Symposia and Congresses
- ◇ Healthcare Professional meetings
- ◇ Internal, Sales and Launch meetings
- ◇ Venue Sourcing
- ◇ Strategic Meetings Management




ennoialQ in Training, Assessment and Development

At ennoialQ we are passionate about improving the effectiveness of organizations and the individuals and teams within them. We are a great partner whether you want to get new employees up to speed or upskill existing employees. We offer flexible ways of learning with face to face training or virtual trainings. Talk to us about coaching to improve efficiency in individuals, Teambuilding to improve team collaboration and effectiveness, Leadership Development, Sales training and Customer Service training, Teamwork and Leadership Development.

We are proud partners of insights discovery and are accredited to deliver insights discovery, training and team building.





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