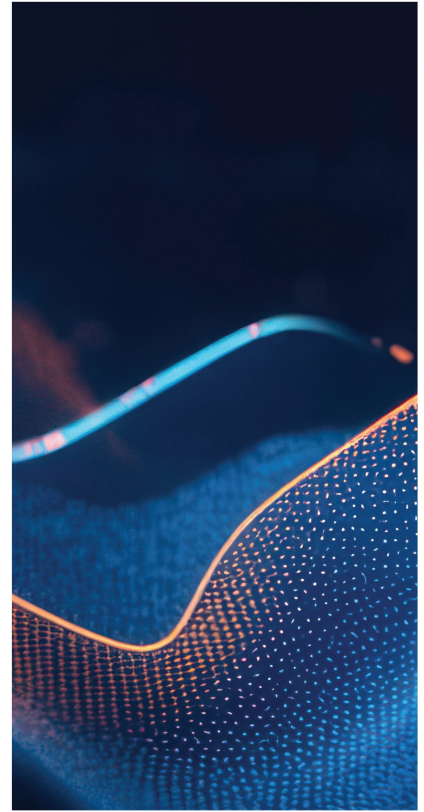
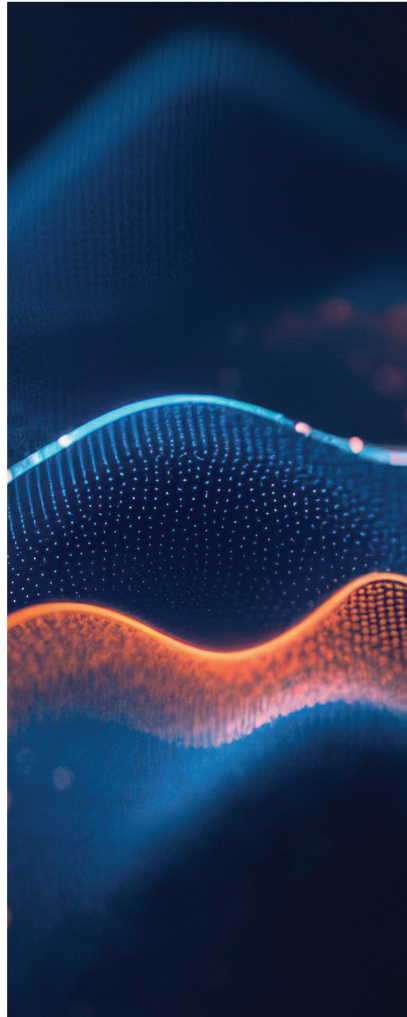


FROST & SULLIVAN
BEST PRACTICES



2026

GLOBAL AGENTIC AI
FOR LIFE SCIENCES

TECHNOLOGY INNOVATION
LEADERSHIP

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Best Practices Criteria for World-Class Performance

Frost & Sullivan applies a rigorous analytical process to evaluate multiple nominees for each recognition category before determining the final recognition recipient. The process involves a detailed evaluation of best practices criteria across two dimensions for each nominated company. Agilisium excels in many of the criteria in the agentic AI for life sciences space.

RECOGNITION CRITERIA	
<i>Business Impact</i>	<i>Technology Leverage</i>
Financial Performance	Commitment to Innovation
Customer Acquisition	Commitment to Creativity
Operational Efficiency	Stage Gate Efficiency
Growth Potential	Commercialization
Human Capital	Application Diversity

The Transformation of Agentic AI for the Life Sciences Industry

The global life sciences industry is undergoing rapid transformation as pharmaceutical companies pursue precision medicine, patient-centric care, and data-driven commercialization strategies. These shifts are increasing the complexity of commercial operations and creating demand for advanced technologies that improve decision-making across marketing, sales, market access, pricing, and patient engagement. As organizations manage growing data volumes, fragmented systems, and tighter regulatory expectations, agentic artificial intelligence (AI) is emerging as an important technology layer capable of analyzing information, coordinating workflows, supporting human decisions, and automating routine processes across the value chain.

A major industry challenge is the growing complexity of identifying the right patients, healthcare professionals (HCPs), sites, investigators, and payers while defining the evidence required for decision-making. Precision medicine demands more targeted research and commercialization strategies, while clinical development teams need faster protocol design, site selection, patient identification, risk monitoring, and inspection readiness. At the same time, the proliferation of digital channels, electronic health records, claims data, clinical systems, safety databases, medical content repositories, and real-world evidence sources has expanded both the volume and diversity of information companies must manage. Pharmaceutical companies often struggle to integrate and use information generated across these diverse touchpoints.

Organizations must also navigate evolving policy-driven pricing reforms, reimbursement pressures, pharmacovigilance expectations, and evolving regulatory standards. These shifts are increasing demand for faster market access planning, health economics and outcomes research (HEOR), medical review, regulatory submission readiness, and compliant content generation. Fragmented healthcare, clinical, and commercial datasets continue to create operational inefficiencies and limit teams' ability to generate timely, reliable insights. The growing use of sensitive patient information further heightens concerns about data privacy, security, and regulatory compliance.

Agentic AI can help address these challenges by combining AI, machine learning, large language models, cloud infrastructure, and workflow orchestration. Unlike traditional analytics or static automation, agentic AI can break complex processes into tasks, retrieve relevant data, generate outputs, route exceptions, support human review, and write back to enterprise systems. These capabilities are especially valuable in life sciences, where speed must be balanced with scientific accuracy, auditability, patient safety, and regulatory control.

One significant application of agentic AI is precision marketing and omnichannel engagement. AI-powered systems can continuously analyze customer behavior, prescribing trends, channel performance, and engagement data to recommend next-best actions and personalize interactions. This enables pharmaceutical companies to improve outreach effectiveness, enhance customer experiences, and optimize resource allocation across marketing and sales functions.

Beyond commercial engagement, agentic AI is expected to play an expanding role in HEOR, market access, and pricing strategy. By analyzing claims data, electronic health records, clinical outcomes, and real-world evidence, AI can help organizations evaluate treatment value, assess market opportunities, and support decision-making. These capabilities are particularly important as value-based and outcomes-based pricing models become more prevalent, especially for innovative and high-cost therapies.¹ Consistent, high-quality value evidence - including payer-ready value dossiers - is central to supporting these pricing and access decisions.

Agilisium: Building a Specialized Life Sciences AI Powerhouse

Founded in 2014, Agilisium has emerged as the world's first Life Sciences Context-Centric AI Consulting & Services Company, with capabilities spanning Molecule-to-Market. With more than 1,050 employees, six global delivery centers, and more than 25 global life sciences customers. The company supports leading pharmaceutical, biotechnology, and life sciences organizations across North America, Europe, and other major markets. Its client base includes Fortune 500 and Global 2000 biopharma companies, while the company reports more than 190 live projects and an average customer satisfaction rating of 4.75 out of 5.²

Agilisium positions itself as a life sciences domain-native AI enterprise rather than a generic technology services provider. Its model combines domain consulting, data engineering, cloud architecture, advanced analytics, generative AI, agentic AI, quality assurance, validation, and platform implementation. The company serves clients across discovery research, clinical development, manufacturing, regulatory,

¹ *Pharmaceutical Commercialization Solutions and Services Industry, Global, 2024–2029* (Frost & Sullivan, September 2024)

² Frost & Sullivan's Best Practices Research Discussion of Agilisium (June 2026)

medical affairs, market access, commercial operations, field force effectiveness, omnichannel engagement, and patient services.

Agilisium's technology innovation is anchored in its proprietary Domain-Oriented Agentic AI framework,

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- Marcos Ainchil
BPR Analyst

which orchestrates purpose-built, domain-trained agents across the life sciences value chain. Compliance, auditability, human review, and workflow integration are embedded into the architecture from the design stage. Its agentic stack uses cloud-native components for data ingestion, retrieval, model selection, workflow execution, audit logging, monitoring, and continuous improvement. This enables enterprise-grade agentic AI deployments in regulated environments rather than isolated demonstrations or disconnected pilots.

Agilisium has built a portfolio of production-grade platforms, accelerators, and solutions across clinical operations, commercial, research and development (R&D), market access, regulatory, and patient access. Its portfolio is led by the flagship Agentic AI Global Value Dossier (GVD) Content Generator Solution, alongside ClinQC, Site Risk Assessment and Inspection Readiness, Protocol Digitization, Smart ICF Generation, GenAI Assistants, PharmaNova, HCP360, PromoTheus, MLR Review Acceleration AI, Literature AI, Queriosity, OncoVerse AI, Launch Intelligence Platform, and Prior Authorization AI. These solutions are supported by the Forward Deployment Experience (FDXe) accelerator library, which includes more than 30 deployed accelerators across research, clinical development, and commercial functions.

Advancing Agentic AI Innovation Across the Life Sciences Value Chain

Life sciences organizations face a persistent challenge: moving AI from pilot programs into enterprise-wide production with sustained adoption. Many pilots stall because solutions are not embedded in daily workflows, lack clear ownership, or do not meet regulated operating requirements. Agilisium addresses this gap through a technology and delivery model that connects domain expertise, enterprise data, AI agents, validation, and user adoption.

A core element of Agilisium's innovation is its Forward Deployment model, which combines Forward Deployment Experts, Forward Deployed Agents, and Forward Deployed Services into a single operating system. Central to this model is Alexandria AI, an AI-native Capability Orchestration and Readiness Engine that brings together knowledge, learning, competency, and workforce readiness on a single platform. It provides Forward Deployment teams with shared domain knowledge, data context, and agent infrastructure, creating a reusable foundation to build and scale solutions faster across engagements. Forward Deployment Experts work with client teams to identify workflow pain points, design agentic solutions, validate outputs, and scale adoption. Enabled by Alexandria AI, the FDXe approach is designed to move from an idea to a working agent in approximately 60 days, with domain specialists and technical teams collaborating through signal identification, field discovery, prototype build, field validation, and production hardening.

This approach is particularly relevant in regulated life sciences environments, where controls must be built into the operating model. Agilisium's agentic AI architecture includes human-in-the-loop controls, confidence thresholds, fallback routing, role-based access, audit trails, and source attribution. Human sign-off is required before downstream action in regulated workflows. The company also applies responsible AI practices including model risk documentation, retrieval-augmented generation, drift monitoring, golden-set testing, regression testing, privacy controls, and client-managed data tenancies.

Agilisium's technology framework is designed to integrate with existing enterprise systems rather than

“Agilisium’s agentic AI architecture includes human-in-the-loop controls, confidence thresholds, fallback routing, role-based access, audit trails, and source attribution. For regulated workflows, human sign-off is built into the process before downstream action.”

- Surbhi Gupta
Industry Principal, HLS

operate as a separate layer. Its agentic architecture supports connectors and integrations across systems including Customer Relationship Management, Clinical Trial Management System, Electronic Data Capture, Electronic Trial Master File (eTMF), Electronic Health Record, claims, safety databases, Veeva, Medidata, Oracle Clinical One, Salesforce, Microsoft 365, Databricks, and other life sciences platforms. This enables agents to retrieve information, support decisions, and update operational systems within each

client's existing technology environment.

To prioritize where agentic AI can create value, the company has developed a structured Agentic Readiness Assessment that evaluates workflows based on business value, data readiness, process repeatability, regulatory risk, integration complexity, and adoption potential. This helps Agilisium identify use cases that can deliver near-term value while preparing more complex workflows through data engineering, governance, and change management. The result is a practical path from use-case discovery through pilot, validation, production deployment, and enterprise scale-up.

Agilisium's life sciences focus gives it broad coverage across the value chain. In research, its solutions support literature intelligence, multi-omics analysis, biomarker discovery, knowledge graphs, and no-code scientific querying. In clinical development, capabilities include protocol digitization, site selection, patient identification, site risk monitoring, eTMF quality control, clinical control towers, and inspection readiness. In commercial and market access, solutions address HCP engagement, field force effectiveness, market research, Global Value Dossier (GVD) generation, prior authorization, pricing analytics, payer policy tracking, and patient services.

New opportunities emerge through a combination of internal innovation and client collaboration. Domain experts continuously assess industry challenges, emerging technologies, and business needs to develop new capabilities, while clients identify strategic priorities that require AI-driven transformation. This two-way engagement model helps Agilisium align innovation with real-world business requirements. Rather than waiting for clients to define every need, the company emphasizes thought leadership, proactive solution development, and consultative engagement. Approximately 60% of its business originates from company-led solution development, while 40% originates from client-defined priorities.³

³ Ibid.

Delivering Measurable Customer Value Through AI Transformation

Agilisium's value proposition is reinforced by its focus on measurable outcomes. Rather than relying on technology demonstrations alone, the company emphasizes production deployments tied to cycle-time reduction, compliance improvement, productivity gains, cost efficiency, and better decision-making. Agilisium reports production-deployed use cases across Fortune 500 and Fortune Global 500 pharmaceutical clients.

In clinical development, Agilisium's Protocol Digitization and Amendment Intelligence solution transforms unstructured protocol documents into machine-readable study definitions and supports amendment-impact propagation. The company reports up to 90% faster study setup and 60% to 70% faster amendment processing in relevant deployments.⁴ Its Site Risk Assessment and Inspection Readiness platform applies agentic risk prioritization, automated mitigation workflows, and inspection-ready documentation, with reported outcomes including 80% faster site risk assessments, a 50% reduction in protocol deviations, and zero inspection findings in a reference deployment.⁵

In R&D, Agilisium's Literature AI and bioinformatics automation capabilities help teams reduce manual review effort and accelerate hypothesis generation. The company reports a 70% to 80% reduction in literature review effort and two to three times faster hypothesis generation.⁶ Its no-code bioinformatics agent, Queriosity, enables non-technical researchers to query genomics, transcriptomics, and small-molecule datasets without relying on specialist queues, helping reduce analysis turnaround time and dependence on specialist resources.

In commercial and market access, Agilisium's PharmaNova and HCP360 solutions help field teams improve next-best-action planning, HCP targeting, territory optimization, and engagement effectiveness. Its GVD Content Generator automates literature review, evidence synthesis, and payer-ready value dossier authoring, helping reduce development time and cost. In reference deployments, the solution has reduced value dossier development time by 60% and evidence synthesis and authoring cycle times by 30%, enabling commercial and market access teams to respond faster to payer evidence requirements. Agilisium also applies agentic AI to prior authorization, speaker program compliance, regulated content generation, and market access intelligence.

Agilisium's service-led model allows clients to use prebuilt accelerators while adapting solutions to their workflows, systems, data environments, and compliance requirements. Rather than commercializing assets only as standalone software products, the company incorporates them into engagements to enable faster implementation and practical customization. This model is especially relevant in life sciences, where clients often require domain interpretation, validation support, change management, and integration with existing enterprise systems.

Driving Commercial Success and Industry Leadership

Agilisium's sustained investment in agentic AI, data engineering, domain expertise, and cloud partnerships has contributed to strong business momentum. The company reports a 60% compound annual growth

⁴ Ibid.

⁵ Ibid.

⁶ Frost & Sullivan's Best Practices Research Discussion of Agilisium (June 2026)

rate from 2021 to 2026 and states that seven to eight out of every 10 AI pilots progress to production environments.⁷ These results reflect its emphasis on adoption, measurable business value, and business-led engagement rather than technology-led experimentation.

The company's partner ecosystem strengthens its ability to scale. Agilisium has a decade-long partnership with Amazon Web Services (AWS) and holds AWS competencies across life sciences, generative AI, data and analytics, DevOps, migration, modernization, and Microsoft workloads. It also works across Azure, Google Cloud, Databricks, Snowflake, Salesforce, Veeva, and other technology ecosystems, supporting clients across diverse cloud and enterprise platform environments. This partner model helps Agilisium deliver agentic AI solutions that are cloud-native, interoperable, and aligned with enterprise IT requirements.

Agilisium continues to invest in innovation capacity. Its labs have supported more than 80 proofs of concept, more than 100 client engagements, over 50 curated business case studies, and more than 150 professionals trained in generative AI.⁸ The company has also committed significant investment in autonomous agentic AI labs and Forward Deployment Expert training, reinforcing its strategy to build a workforce that combines life sciences domain knowledge, AI proficiency, data literacy, consulting skills, and systems thinking. Looking ahead, Agilisium's roadmap includes an expanded agentic clinical development suite, a pharmacovigilance signal-detection agent, a real-world evidence and disease-progression platform, agentic market access intelligence, and responsible AI governance capabilities. These priorities align with demand across the life sciences industry for AI systems that can operate across complex workflows while maintaining regulatory control, human accountability, and measurable operational impact.

⁷ Ibid.

⁸ Ibid.

Conclusion

Agilisium helps life sciences organizations adopt agentic artificial intelligence (AI) in a practical, regulated, and outcome-driven manner. The company combines domain expertise, proprietary agentic AI architecture, reusable accelerators, cloud-native engineering, validation capabilities, and embedded deployment support to move clients from pilots to production. Its solutions address high-value workflows across research, clinical development, regulatory, medical affairs, market access, commercial, and patient services. Its flagship Global Value Dossier (GVD) Content Generator solution exemplifies this approach, demonstrating how agentic AI can be applied to a high-value, regulated market access workflow at production scale.

Through its Domain-Oriented Agentic AI framework, Forward Deployment model, production-grade accelerator portfolio, and demonstrated life sciences outcomes, Agilisium shows clear technology innovation leadership. Its ability to embed compliance, auditability, human review, and workflow orchestration into agentic AI deployments differentiates the company in a market where many organizations still struggle to scale AI beyond experimentation.

With its strong overall performance, Agilisium earns Frost & Sullivan's 2026 Global Technology Innovation Leadership Recognition in the agentic AI for life sciences industry.

What You Need to Know about the Technology Innovation Leadership Recognition

Frost & Sullivan's Technology Innovation Leadership Recognition identifies the company that applies its technology in new ways to improve existing products and services and elevate the customer experience.

Best Practices Recognition Analysis

For the Technology Innovation Leadership Recognition, Frost & Sullivan analysts independently evaluated the criteria listed below.

Technology Leverage

Commitment to Innovation: Continuous emerging technology adoption and creation enables new product development and enhances product performance

Commitment to Creativity: Company leverages technology advancements to push the limits of form and function in the pursuit of white space innovation

Stage Gate Efficiency: Technology adoption enhances the stage gate process for launching new products and solutions

Commercialization: Company displays a proven track record of taking new technologies to market with a high success rate

Application Diversity: Company develops and/or integrates technology that serves multiple applications and multiple environments

Business Impact

Financial Performance: Strong overall business performance is achieved in terms of revenue, revenue growth, operating margin, and other key financial metrics

Customer Acquisition: Customer-facing processes support efficient and consistent new customer acquisition while enhancing customer retention

Operational Efficiency: Company staff performs assigned tasks productively, quickly, and to a high-quality standard

Growth Potential: Growth is fostered by a strong customer focus that strengthens the brand and reinforces customer loyalty

Human Capital: Leveraging innovative technology characterizes the company culture, which enhances employee morale and retention

Best Practices Recognition Analytics Methodology

Inspire the World to Support True Leaders

This long-term process spans 12 months, beginning with the prioritization of the sector. It involves a rigorous approach that includes comprehensive scanning and analytics to identify key best practice trends. A dedicated team of analysts, advisors, coaches, and experts collaborates closely, ensuring thorough review and input. The goal is to maximize the company's long-term value by leveraging unique perspectives to support each Best Practice Recognition and identify meaningful transformation and impact.

VALUE IMPACT			
STEP		WHAT	WHY
1	Opportunity Universe	Identify Sectors with the Greatest Impact on the Global Economy	Value to Economic Development
2	Transformational Model	Analyze Strategic Imperatives That Drive Transformation	Understand and Create a Winning Strategy
3	Ecosystem	Map Critical Value Chains	Comprehensive Community that Shapes the Sector
4	Growth Generator	Data Foundation That Provides Decision Support System	Spark Opportunities and Accelerate Decision-making
5	Growth Opportunities	Identify Opportunities Generated by Companies	Drive the Transformation of the Industry
6	Frost Radar	Benchmark Companies on Future Growth Potential	Identify Most Powerful Companies to Action
7	Best Practices	Identify Companies Achieving Best Practices in All Critical Perspectives	Inspire the World
8	Companies to Action	Tell Your Story to the World (BICEP*)	Ecosystem Community Supporting Future Success

*Board of Directors, Investors, Customers, Employees, Partners

About Frost & Sullivan

Frost & Sullivan is the Growth Pipeline Company™. We power our clients to a future shaped by growth. Our Growth Pipeline as a Service™ provides the CEO and the CEO's growth team with a continuous and rigorous platform of growth opportunities, ensuring long-term success. To achieve positive outcomes, our team leverages over 60 years of experience, coaching organizations of all types and sizes across 6 continents with our proven best practices. To power your Growth Pipeline future, visit Frost & Sullivan at <http://www.frost.com>.

The Growth Pipeline Generator™

Frost & Sullivan's proprietary model to systematically create ongoing growth opportunities and strategies for our clients is fueled by the Innovation Generator™.

[Learn more.](#)

Key Impacts:

- **Growth Pipeline:** Continuous Flow of Growth Opportunities
- **Growth Strategies:** Proven Best Practices
- **Innovation Culture:** Optimized Customer Experience
- **ROI & Margin:** Implementation Excellence
- **Transformational Growth:** Industry Leadership



The Innovation Generator™

Our 6 analytical perspectives are crucial in capturing the broadest range of innovative growth opportunities, most of which occur at the points of these perspectives.

Analytical Perspectives:

- Megatrend (MT)
- Business Model (BM)
- Technology (TE)
- Industries (IN)
- Customer (CU)
- Geographies (GE)

