vamstar

CONTENTS

ABOUT VAMSTAR

Vamstar, a team driven by the synergy of human expertise and artificial intelligence, is committed to transforming the Lifescience industry through cutting-edge technology and ground-breaking methods.

Established in 2019, Vamstar unifies expertise in market access, commercialisation, sourcing and procurement, artificial intelligence, advanced analytics, and data science to redefine how Lifescience organisations on each side of the market find and engage with each other.

Lifescience suppliers commonly encounter difficulties in identifying suitable purchasers for their products and services, whereas buyers are often uninformed about the extensive range of solutions accessible to them.

Our extensive knowledge and more than twenty years of research in this domain have enabled us to pinpoint significant areas in need of cutting-edge solutions. Particularly, the challenges include inefficiencies, elevated expenses, and the intricacies inherent in gaining market access, commercialisation, as well as in procurement and sourcing processes.

There is an urgent need for a more profound understanding of market supply and demand dynamics. Consequently, we developed a series of solutions powered by data science and artificial intelligence that centralise, refine, and consolidate insights and intelligence to drive clarity and efficiency.

Vamstar’s suite of platforms and services empowers teams with the necessary resources to identify expanded market opportunities, utilise real-time data analytics, and strengthen supply-demand relationships by synchronising commercial activities with sourcing and procurement processes.

OUR FOUNDERS

Praful Mehta

Richard Freeman

Praful Mehta

Praful Mehta has more than 20 years of experience in helping both buyers and suppliers create effective market access strategies across different therapeutic areas. Mr. Mehta has been a long-time advisor to senior teams to the Fortune Global 500 companies, SMEs, and Start-ups on the issues of technology implementation, market reform, pricing governance, sourcing and procurement, launch planning, landscape assessments, market competitiveness, and lifecycle planning.

He has significant project experience in working with the BRIC-MT and EU-5 nations, as well as the United States and Japan. Mr. Mehta has also advised governments, trade associations, and chambers of commerce to streamline healthcare market functioning and enable policy level changes across markets.

Mr. Mehta has been interviewed and quoted in various journals, print media, blogs and leadership forums within the industry. Prior to working at Vamstar, Mr. Mehta was a Senior Principal at IHS Markit, where he developed the company's core market access, pricing and reimbursement, and forecasting capability for different healthcare markets. Mr. Mehta also led various project teams at GlaxoSmithKline Pharmaceuticals and Johnson & Johnson.

Dr Richard Freeman

Richard Freeman has over 19+ years industry experience delivering B2B and B2C big data, complex integration and data science projects across sectors including Fortune Global 500 companies when he was at Capgemini for six years. Richard leads the hands-on delivery, architecture and data science of the platform that predicts and matches public contracts for healthcare suppliers. The platform includes in-house big data pipelines, custom NLP models, novel machine learning models and working with leading Universities on novel Innovate UK funded research projects.

He is also an independent AWS solutions architect, data science expert, and technical advisor for various companies, startups and VCs. Before co-founding Vamstar, Richard was at JustGiving for six years, leading the technical delivery of the data science powered consumer products and platform that raised an additional $20M for good causes in the first year of deploying data science in product in 2013, later shown at Microsoft Build and Future Decoded Keynotes. He then led the delivery of the in-house AWS-based data science and analytics RAVEN platform supporting data from the 26M users at JustGiving for campaign management, clickstream analytics and fraud detection products powered-by graph analytics, machine learning and natural language processing which included a collaboration with leading academics.

He has an **MEng in computer systems engineering** and **PhD (Manchester) in neural networks**, machine learning and natural language processing. Active blogger, international speaker and author of a book and several video courses available on Packt, Udemy, and O'Reilly Safari. Over the years he has presented and shared his experience at many high profile conferences including AWS Re:Invent, AI Summit and Meetups.

PRESS FEATURES

VAMSTAR IN THE PRESS

Consortium led by Vamstar wins funding to build world's largest healthcare supply chain network using AI

Vamstar, along with the University of Sheffield and University of Nottingham, secured Innovate UK funding to build the world's largest AI-driven healthcare and life sciences supply chain network.

This initiative aims to enhance the procurement process, currently hindered by outdated manual methods that obscure supply-demand visibility and elevate costs.

The project will utilize AI, deep learning, and NLP to create a dynamic, real-time network mapping to optimize policy outcomes and supply chain efficiency.

This network will improve procurement transparency, enable effective management, and integrate SMEs into the global market, thus reforming public procurement and health systems management.

PRESS RELEASE - May 7th, 2021

VAMSTAR IN THE PRESS

B2B marketplace Vamstar raises $1.7 million to transform healthcare supply chain

Vamstar, a London-based startup, has raised $1.7 million in a seed round led by btov, with Antler and Begin Capital participating.

The AI-powered B2B marketplace aims to revolutionize healthcare sourcing by matching $2 trillion in contracts across 70+ countries.

The platform reduces manual matching costs by connecting billions of data points, profiling entities, and recommending transactions. Post-COVID, Vamstar's innovations in supply chain risk and demand are supported by UK grants. The funds will facilitate expansion in Germany and the US, with new hires boosting development and market outreach.

VAMSTAR IN THE PRESS

Vamstar Closes $9.5M Series A to Expand AI-Based Global Healthcare Supply Chain Platform

Vamstar successfully closed $9.5 million in Series A funding to expand its AI-based global healthcare supply chain platform.

The investment will accelerate product development and market expansion, focusing on improving data quality and digitizing procurement and sourcing processes. Founded in 2019, Vamstar aims to address inefficiencies in healthcare sourcing, leveraging AI to reduce costs and enhance data efficiency.

The platform connects buyers and suppliers across 100+ countries, facilitating streamlined transactions. This funding round included contributions from Alpha Intelligence Capital, Dutch Founders Fund, and existing investors, underscoring Vamstar's potential to transform healthcare commerce.

VAMSTAR IN THE PRESS

Vamstar wins Innovate UK funding for its AI-based Pandemic Solution that enhances hospital supply management

Vamstar has secured Innovate UK funding to enhance hospital supply management with its AI-based Pandemic Solution, part of a £40 million initiative supporting innovative startups amid COVID-19.

This project leverages deep learning and machine learning to improve supply chain responsiveness, predicting hospital shortages to expedite essential supplies like PPE, thereby improving health outcomes.

Vamstar's platform analyzes $2 trillion in healthcare demand, offering real-time market insights and facilitating faster, more reliable supply chain decisions. This collaboration spans 70 countries, integrating technology with healthcare expertise to optimize pandemic preparedness and response.

PRESS RELEASE June 1st, 2020

BRANDING GUIDANCE

BRAND USAGE TERMS

The term “Marks” includes any names, logos, icons, and design elements that Vamstar uses to identify its goods or services. This encompasses our trademarks: **Polaris**, **QuantMedix**, and **Sigma**. By using Vamstar's Marks, you acknowledge Vamstar's ownership and agree that any goodwill derived from your use accrues solely to Vamstar. Your permission to use our Marks is subject to the following limitations:

1. Compliance with Brand Guidelines: You may only use the Marks in accordance with the specific provisions of these brand guidelines.

2. Non-exclusive and Non-transferable: The permission granted to use the Marks is non-exclusive (Vamstar can grant this permission to others) and non-transferable (you may not pass this permission on to others).

3. Subordination to Own Marks: The Marks, including Polaris, QuantMedix, and Sigma, must not be featured more prominently than your own company’s name or marks.

4. Adherence to Updates: You are required to comply with any updates to these guidelines as soon as reasonably practicable.

5. Right of Review and Modification: Vamstar reserves the right to review your use of the Marks and to demand modifications where necessary.

6. Termination of Permission: Vamstar may terminate your permission to use the Marks at any time; you must cease all such use immediately upon notice.

7. Compliance with Usage Policies: Ensure that your application complies with all Vamstar usage policies, especially if your project utilises our systems or models. Preference is given to the use of the “Powered by Vamstar” badge. Reference to specific models in your text description is permitted, but using model names in process and system titles is strictly prohibited due to potential user confusion.

The use of Vamstar's brand, including but not limited to its Marks and those of Polaris, QuantMedix, and Sigma as trademarks, in your marketing, product, journalistic activities must always reflect positively on Vamstar and its products.

LOGO CLEAR SPACE

To protect the logo from other visual elements, it is important that it is surrounded by a minimum amount of clear space.
No other graphic elements should encroach within this area. The size of this exclusion zone is defined by the width of the letter V.

PRIMARY COLOURS

Vam Black
CMYK — 73 / 67 / 65 / 81
RGB — 20 / 20 / 20
HEX — #141414

Vam White
CMYK — 0 / 0 / 0 / 0
RGB — 255 / 255 / 255
HEX — #FFFFFF

Grey 80
Vam Black 80%

Grey 60
Vam Black 60%

Grey 40
Vam Black 40%

Grey 20
Vam Black 20%

Grey 10
Vam Black 10%

SECONDARY COLOURS

Vam Cream
CMYK — 8 / 10 / 16 / 0
RGB — 232 / 223 / 209
HEX — #E8DFD1

Cream 80
Vam Cream 80%

Cream 60
Vam Cream 60%

Cream 40
Vam Cream 40%

Cream 20
Vam Cream 20%

Cream 10
Vam Cream 10%

Vam Blue
CMYK — 47 / 11 / 2 / 0
RGB — 126 / 190 / 227
HEX — #7EBEE3

Blue 80
Vam Blue 80%

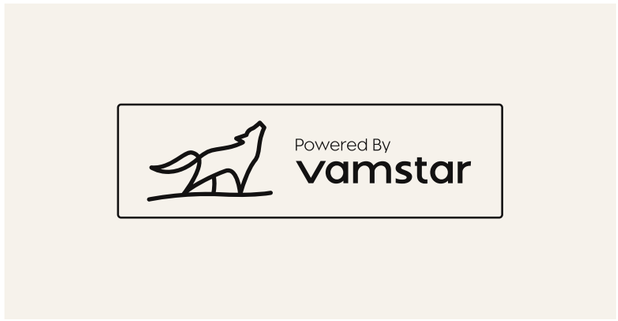
Blue 60
Vam Blue 60%

Blue 40
Vam Blue 40%

Blue 20
Vam Blue 20%

Blue 10
Vam Blue 10%

POWERED BY VAMSTAR



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PRESS ENQUIRIES

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