

Your AI-Powered Solution to Secondary Sales Management



AI Powered
CHEMIST BOT

“Built with AI. Designed for Pharma. Trusted by Reps.”

POWERED



“The Challenge

- Secondary Sales Visibility Remains a Persistent Problem

For most pharmaceutical companies, tracking secondary sales remains one of the most inefficient and error-prone processes in the commercial workflow. Despite significant investment in CRM systems and data infrastructure, real-time visibility into stockist level sales continues to be limited.

Medical representatives are often forced to act as part-time data collectors - spending valuable hours chasing down sales statements, manually recording transactions, or relying on informal communications that result in delayed, incomplete, or inaccurate reporting. The result? A fragmented data trail that slows down decision-making and undermines planning, forecasting, and performance measurement.

“Introducing Chemist BOT

(AI-Driven Secondary Sales Automation)

Chemist Bot is more than an automation tool—it's a purpose-built artificial intelligence engine designed to streamline and enhance secondary sales tracking across the pharmaceutical ecosystem. Unlike traditional software, Chemist Bot adapts to various data formats and stockist systems, learning from behavior and transaction history. It extracts, validates, and structures data directly from the source in real time—removing the need for manual intervention and eliminating dependency on inconsistent processes.

Imagine a medical representative completing a visit and opening Chemist Bot: the latest sales data is already fetched, analyzed, and ready—without a single phone call or follow-up.

Core Capabilities:

- **Real-Time Data Capture:** AI connects directly with stockist systems, aggregating fresh sales data on demand.
- **Smart Data Cleaning:** Identifies anomalies and corrects inconsistencies to ensure accurate records.
- **System-Agnostic Integration:** Works across diverse stockist platforms and data entry formats.
- **Intelligent Reporting:** Transforms raw data into actionable dashboards, trend analysis, and sales forecasts.

Benefits

Why Chemist Bot Changes the Game

- AI-Powered Accuracy:** Machine learning models ensure high-precision data collection and error correction, reducing dependency on manual validation.
- No Manual Intervention:** Sales teams no longer need to follow up for reports or interpret handwritten notes Chemist Bot does the work.
- Immediate Visibility:** Decision-makers gain real-time access to ground-level insights, empowering faster, smarter strategies.
- Increased Field Efficiency:** Medical reps can focus on driving prescriptions and building relationships—not chasing spreadsheets.
- Standardized & Scalable:** Works across regions, products, and field teams—delivering consistent data quality at scale.

Before VS After A Transformation Story





“ How the Chemist Bot Works

- An AI-Powered, Seamless Approach to Managing Secondary Sales Data

The Chemist Bot is an AI-driven solution designed to simplify and optimize the collection, processing, and analysis of secondary sales data from stockists—regardless of whether they use digital software systems or operate manually. Every step of this process is enhanced by AI, ensuring speed, accuracy, and intelligent insights.

1: For Stockists Using Software Systems

For stockists already using any kind of sales or inventory management software, integrating with the AI-powered Chemist Bot is fast, easy, and seamless. The process requires just three key inputs:

- Company ID and Password: These credentials, provided by the stockist, allow secure system access.
- System URL: This is the web address of the stockist's software platform.

Once entered, the AI engine connects to the stockist's system, automatically fetches secondary sales data, and intelligently analyzes stock statements, product movement, and more—all with zero manual effort. AI handles everything from data retrieval to categorization and ensures real-time, error-free updates.

The screenshot shows a software application window titled "Stockist Configuration". The top navigation bar includes links for "Dashboard", "Other", and "Stockist Configuration". Below the navigation is a toolbar with icons for ADD, DELETE, EDIT, EXPORT PDF, EXPORT EXCEL, and STOCKIST TRIGGER. A search bar is located at the top right. The main content area displays a table of stockist data with columns: #, Stockist, Login Id, Password, and StockistUrl. There are four entries in the table:

#	Stockist	Login Id	Password	StockistUrl
1	abc agencies	Bios	Alliswell	NA
2	a.b.c agencies	852	2589	-
3	a.s. distributors	147	258741	Best
4	abc distributors	BIOS DERMA	Alliswell	-

At the bottom left, there is a "Rows Per Page" dropdown set to "10". On the far right, there are navigation icons for back, forward, and search.



2: For Stockists Without Software Systems

Even if a stockist isn't using digital software, the AI capabilities of the Chemist Bot still deliver high efficiency. Here's how:

- The stockist uploads a scanned or PDF version of their secondary sales statement through our secure web portal.
- The AI-powered OCR (Optical Character Recognition) engine reads, extracts, and intelligently processes all relevant data from the uploaded document.

This means stockists without any software system can still benefit from the AI's powerful data extraction and analysis features.

3: AI-Driven Categorization: Success vs. Error Records

Once data is uploaded or fetched, the AI system automatically classifies it into two categories:

- Success Data: Entries where the AI matches product records accurately with your company database.
- Error Data: Entries that need validation due to mismatches or incomplete data.

For the error data, the AI provides intelligent suggestions by identifying the most likely matching products using pattern recognition, similarity analysis, and historical mapping data. While initial human intervention is required during the first upload, the AI continues to learn, improving accuracy over time.

Error Data										
#	Division Name	Product Name	Stockist Name	Free Strips	Sales Qty	Opening Qty	Purchase Qty	Closing Qty	Created By	Created On
1	Bios Derma	ALVIZINE 10 TAB	abc agencies	0	0	114	200	116	bharat solanki	07/02/25 02:46 PM
Success Data										
#	Division Name	Product Name	Stockist Name	Free Strips	Opening Qty	Purchase Qty	Sale Qty	Closing Qty	Created By	Created On
1	Bios Derma	ACNETRET 10	abc agencies	0	64	50	0	65	bharat solanki	07/02/25 02:46 PM
2	Bios Derma	ACNETRET 20	abc agencies	0	67	31	0	52	bharat solanki	07/02/25 02:46 PM
3	Bios Derma	BIO-ITRA 100	abc agencies	0	194	1	0	180	bharat solanki	07/02/25 02:46 PM
4	Bios Derma	BIO-ITRA 200	abc agencies	0	150	200	0	180	bharat solanki	07/02/25 02:46 PM
5	Bios Derma	BIO-LIZOL CREAM	abc agencies	0	28	0	0	27	bharat solanki	07/02/25 02:46 PM
6	Bios Derma	BIOBIL 40	abc agencies	0	45	22	0	64	bharat solanki	07/02/25 02:46 PM
7	Bios Derma	BIOBIL-M	abc agencies	0	100	0	0	100	bharat solanki	07/02/25 02:46 PM
8	Bios Derma	BIOBIL	abc agencies	0	4	300	40	103	bharat solanki	07/02/25 02:46 PM
9	Bios Derma	BIODUTA	abc agencies	0	95	120	0	124	bharat solanki	07/02/25 02:46 PM
10	Bios Derma	BIOKET 200	abc agencies	0	89	0	0	66	bharat solanki	07/02/25 02:46 PM



“ One-Time Mapping with AI Memory

During the initial setup, any unmatched products are mapped manually. From there on, the AI remembers these mappings and automatically applies them in all future uploads.

This AI memory reduces repetitive tasks, ensures consistency, and transforms what was once a manual process into a fully AI-automated workflow.

“ Simplified, Reliable, and Scalable with AI

Whether working through integration with stockist software or manual uploads, the Chemist Bot's AI is built to make secondary data collection:

- **Effortless** for field teams through automation
- **Accurate** with AI-driven validation and corrections
- **Scalable** across large stockist networks, adapting and learning continuously

The AI not only collects and processes data but also analyzes trends, flags anomalies, and provides actionable insights helping teams make smarter decisions, faster.

“ In Summary

The **AI-powered Chemist Bot** revolutionizes secondary sales data management by replacing manual, error-prone tasks with **intelligent automation**. With **AI driving every step** from data collection and processing to analysis and learning the system ensures you always have clean, structured, and actionable sales data at your fingertips.

Conclusion

“ Let AI Do the Heavy Lifting

Chemist Bot is not just a software product it's an intelligent partner in your commercial operations. By leveraging advanced AI capabilities, it delivers the data transparency, speed, and accuracy that modern pharmaceutical organizations need to remain competitive.

With Chemist Bot in place, your field teams are empowered to do what they do best drive growth, build relationships, and win in the market while the AI takes care of the rest.

MAIN OFFICE :

Sankalp Square 3B, 1101 to 1106, Sindhu Bhavan Rd, beside Taj Skyline,
PRL Colony, Thaltej, Ahmedabad, Gujarat 380058

Mo. +91 88497 01120

mail : info@aisante.in

website : aisante.in