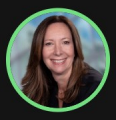
A Clear Path Through Your Compliance Review

Compliance AI keeps practice, coaching, and certification on-label, and it comes with a plan for getting it approved, so your team isn't left to work out the MLR path alone.

Every session is scored against your approved materials and product labeling, and each product-specific rule and accuracy check comes only from those materials. Before a single rep logs in, your compliance team reviews and approves the exact rules reps are scored against.



"The next phase of commercial readiness requires AI that is purpose-built for the realities of regulated environments."



Lisa Sims
Executive Director, Learning Strategy & Operations, Novartis

HOW WE APPROACH COMPLIANCE

A Plan Your Compliance Team Can Follow

1. **We start with our core compliance rules.** A baseline set covering the areas every pharma compliance team enforces: claims, safety, and conduct.
2. **We draft product-specific rules from your approved materials only:** your IVA, PI, and approved claims.
3. **Your compliance or PRC team reviews and redlines the full rule set,** just as they would any other piece.
4. **Rules are scoped by brand and indication,** with out-of-scope content explicitly excluded.
5. **Initial sessions are reviewed alongside your compliance team** before full rollout.

WHEN YOU LOOP IN COMPLIANCE

What Your Compliance Team Gets

- One rules document: our core rules plus your product-specific rules, built only from your approved materials, in a format PRC teams already know how to review
- A clear explanation of how compliance is scored and what reps see
- Brand and indication scoping, including what's explicitly out of scope
- Specifics on how feedback is delivered to the learner

THE CORE RULES

Nine Core Rules Across Claims, Safety, and Conduct

Compliance AI starts from the rules your compliance team already enforces. No framework to design, no rubric to invent. Each rule is pre-built, then tuned with your label language, your approved claims, and your market's requirements. Examples are illustrative.

CLAIMS

- **Off-label promotion**
  e.g., "A lot of doctors are using it for their adolescent patients too."
- **Unsubstantiated superiority claims**
  e.g., "It works faster than anything else in the class."
- **Overstated or guaranteed outcomes**
  e.g., "Your patients will see results within two weeks."

SAFETY

- **Fair balance**
  e.g., Efficacy covered in detail, safety information in a single line.
- **Minimized or dismissed risks**
  e.g., "The side effects are mild. Most patients never notice them."
- **Omitted boxed warnings or required safety language**
  e.g., Presenting efficacy without the boxed warning in the PI.

CONDUCT

- **Competitor mentions**
  e.g., "Their product has had a lot of problems lately."
- **Patient-identifying information**
  e.g., Repeating a patient's name or details the HCP shared.
- **Inducements tied to a business decision**
  e.g., "Start a few patients on it and we can talk about the speaker program."

Anything the nine rules don't cover becomes a custom rule, drafted from your materials and reviewed by your team.

New launch, label change, messaging update: we update the affected rules from your new materials and send them back to your team for review before they go live.

APPROVED CONTENT

Built on Your Approved Content, Not Generic AI

Every score, flag, and coaching recommendation is grounded in your approved content library, including MLR-cleared claims, on-label language, and approved messaging frameworks. Scoring can be configured by market, role, indication, and experience while your compliance standards stay consistent. **Nothing comes from a model's best guess.**

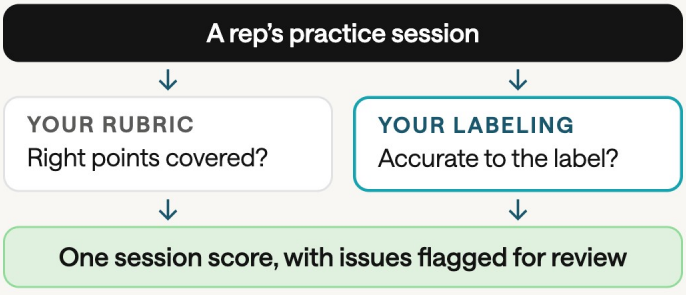
- MLR-cleared claims
- On-label language
- Approved messaging frameworks

Your approved content library · illustrative

ACCURACY SCORING

Accuracy, Not Just the Rubric

A rubric shows whether a rep covered the right points. It doesn't show whether what they said was right. Compliance AI also checks what reps say against your approved resources and product labeling, so a rep can't pass on structure while getting the science wrong. Off-label language is flagged.



How a session is scored · illustrative

BEFORE YOU BUY

Questions Your Compliance Team Will Ask

How do we introduce this to MLR or PRC?

Start with the rules, not the platform. Your team receives one rules document built from your approved materials, in a format they already review, with a plain explanation of how scoring works. We're happy to join your first review.

What does MLR or PRC need to review, and how long does it take?

The full rule set: our core rules plus your product-specific rules, scoped by brand and indication. It's reviewed and redlined like any other piece, typically in 1–2 weeks, depending on your team's review cycle.

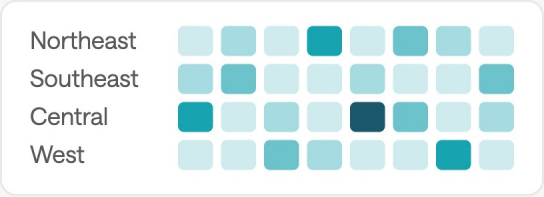
What if a rep goes off-label or makes a comparison claim?

It happens in practice, not in front of an HCP. Off-label language is flagged, comparison claims are scored against your rules, and the rep gets feedback on what to fix. We can report sessions with compliance flags to your team on an agreed cadence.

AFTER ROLLOUT

See Patterns Across Teams

Compliance teams shouldn't have to review thousands of sessions to understand where risk exists. See adherence and risk patterns across teams, markets, products, indications, and experience levels, so emerging issues can be addressed while they are still coaching opportunities.



Risk by region · darker is higher · illustrative

Audit-Ready by Default

Every practice, coaching, and certification session creates a searchable record: the scores against your criteria, any flags, and a timestamp. Filter by team, market, product, indication, or date range, and export records when needed. The audit posture stops being an annual scramble and becomes how the field operates.

Session 4218	Mar 12 · 09:41
Fair balance	Addressed
Scores against your criteria	4 of 5 met
Off-label language	Flagged

Searchable session record · illustrative

See Compliance AI in Action

We'll walk through the rules document, how scoring works, and your PRC team's questions.

Request a Demo →

ABOUT QUANTIFIED

Quantified is the AI Roleplay and Sales Coaching Platform for life sciences and regulated commercial teams. Powered by one Adaptive AI engine, it helps commercial training and field force leaders scale practice, scale certification, and strengthen compliant messaging across the rep lifecycle, so every rep is ready for the conversations that matter.

Quantified

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