

.smrtn AI SOURCING + ENABLEMENT

Vetted AI Sourcing — Biotech & Pharma

THE SITUATION

Everyone in the building has an idea about where AI could help — discovery, regulatory, commercial — and a vendor for each one. None are vetted, none are compared, and a lean team cannot chase all of them. So nothing starts, or the loudest one does.

THE SOLUTION

SMRTN tracks the AI solutions each team cares about and matches them with venture-backed, post-revenue startups that fit. Lean biotechs get a short list instead of an inbox of pitches; enterprise teams get one watchlist across functions instead of scattered pilots.

01 HOW SMRTN WORKS

01

Capture your stack, AI priorities and vendor requirements at intake

02

Match them to pre-vetted startups, and meet the ones you choose

03

Deploy the chosen solution with ROI defined up front

02 WHY IT MATTERS

- A pre-vetted shortlist, not an inbox of pitches
- Matched to R&D, regulatory and commercial priorities
- Private watchlist and ratings
- Meet only the startups you choose

> *SMRTN matches your priorities to pre-vetted AI startups and brings the best fits to the table.*

03 FOUR WAYS TO BUILD AN AI SYSTEM — AND HOW THEY COMPARE

	BUILD IN-HOUSE	DEV SHOP	AI SAAS TOOL	CONSULTING	CRFT
Time to first value How long before it changes a number.	◔	◑	●	◔	◕
ROI guarantee Who carries the risk if it underperforms.	○	◔	◔	○	●
On-the-ground integration Whether it fits your stack, data and workflow.	◕	◑	◔	◔	●
Gets smarter with use Whether run 50 beats run 1.	◔	◔	◔	○	●
Tells you where to start Scored opportunities, not a debate.	◔	◔	◑	◑	●
Change management Roles, trust and adoption designed in.	◑	○	◔	◑	●
You own it outright Code, prompts and data in your accounts.	●	●	○	◔	●

04 LIFE SCIENCES — THE OPPORTUNITY IN NUMBERS

50–65%[1]
faster regulatory filing timelines at leading pharma

5
highest-value AI use cases mapped per function

3×[2]
target ROI within 90 days

1. McKinsey, 2025 — filings delivered 8–12 weeks after database lock
2. AWSM LABS CRFT engagement guarantee — 3× ROI on the build fee by day 90, or we keep working at no charge

Explore this for Life Sciences.

A short scoping conversation, then a costed plan with the ROI stated up front — not a proposal deck.

awsmlabs.ai/industries/life-science