Causaly vs AlphaSense: AI in Pharma Competitive Intelligence

By Adrien Laurent, CEO at IntuitionLabs • 3/11/2026 • 40 min read

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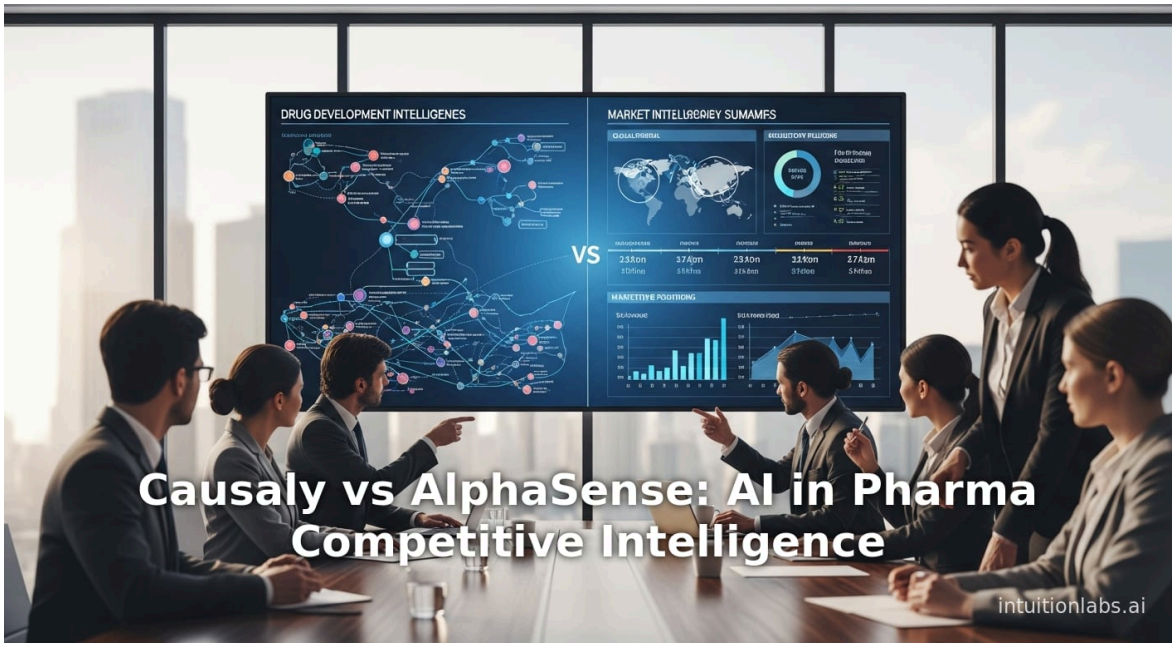

Executive Summary

Pharmaceutical competitive intelligence (CI) is a critical strategic function that involves gathering, interpreting, and applying information on competitors, market dynamics, clinical developments, and regulatory actions to guide decision-making across the drug life cycle ([1] sedulogroup.com) ([2] www.pharmavoice.com). In recent years, **AI-powered platforms** have emerged to help intelligence teams cope with exploding data volumes and extract insights more efficiently. Two leading such platforms are **Causaly** and **AlphaSense**, both claiming to revolutionize how life sciences companies manage CI. This report provides an in-depth, evidence-based comparison of Causaly and AlphaSense specifically in the context of pharmaceutical CI. Building on their technical architectures, data coverage, features, and real-world use cases, we analyze which platform may be "better" for various CI needs.

Causaly is a specialist AI platform built for life sciences R&D, centered on a high-precision biomedical **knowledge graph** and "scientific AI" agents. It emphasizes deep domain understanding and evidence-backed answers in drug discovery tasks. Causaly's recent **Pipeline Graph** product extends this R&D focus into competitive intelligence by integrating pipeline data, safety/efficacy insights, and business signals into one unified platform ([3] www.causaly.com) ([4] www.causaly.com). Causaly provides access to scientific literature (PubMed, Medline), clinical trial registries, patents, company websites, and more, all correlated within its knowledge graph ([5] www.causaly.com). It claims very high accuracy (e.g. "96% accuracy" on drug–target associations ([6] www.causaly.com)) and reports significant user productivity gains (e.g. a 5× speedup in target identification versus PubMed ([7] www.causaly.com) ([8] www.causaly.com)). Causaly's customers include many top pharmaceutical companies (e.g. Teva, UCB, Ipsen, Eisai) ([9] get.causaly.com), and its $60M Series B round in 2023 attracted industry heavyweight investors ([10] www.businesswire.com).

AlphaSense, by contrast, is a broad **AI-driven market intelligence search platform** widely used across industries, including pharma and biotech. It indexes an **extensive content universe** (reportedly 450+ million documents as of 2025 ([11] www.alpha-sense.com)) including analyst reports, earnings call and conference transcripts, SEC and regulatory filings, news, press releases, patent data, and more ([12] prod.alpha-sense.com) ([13] www.alpha-sense.com). Its recent Generative AI Suite (Generative Search and Generative Grid) can synthesize answers across these sources and allow multi-question tabular queries ([11] www.alpha-sense.com) ([14] www.alpha-sense.com). In life sciences, AlphaSense is used to track competitor pipelines, monitor trial readouts and regulatory events, analyze deal activity, and gather sentiment from expert calls ([15] www.alpha-sense.com) ([12] prod.alpha-sense.com). It boasts a major market presence (e.g. serving 88% of S&P 100 companies ([16] www.alpha-sense.com) and 92% of top life-science organizations ([17] www.alpha-sense.com)) and has raised hundreds of millions of dollars at multibillion-dollar valuations ([18] techcrunch.com) ([16] www.alpha-sense.com). Reported ROI from AlphaSense deployments includes substantial time and cost savings (e.g. ~24 hours per week saved for one CI leader, nearly $70K/year saved in labor costs ([19] www.alpha-sense.com)).

This report delves deep into how Causaly and AlphaSense function, comparing their architectures, data coverage, AI methods, user experience, case studies, and performance evidence. We provide **detailed tables** summarizing their features and data sources, and cite a wealth of primary evidence: scientific claims, user testimonials, case-study results, and expert analyses. We also examine multiple perspectives: the view from R&D-heavy functions vs commercial/financial-intelligence teams, analysts vs corporate users, the historical evolution of CI up to modern AI integration, and potential future developments. All claims are backed by citations from industry reports, press releases, and academic/technical sources. The goal is to give pharmaceutical executives and intelligence professionals a comprehensive assessment of which AI platform is better suited to their competitiveness needs and under what circumstances.

Introduction and Background

Pharmaceutical Competitive Intelligence (CI) refers to the systematic process of gathering, interpreting, and applying information about the competitive environment – including rivals' R&D pipelines, clinical trial progress, regulatory developments, market strategies, and stakeholder actions – to inform strategic decisions in drug development and commercialization ([1] sedulogroup.com) ([20] www.pharmavoice.com). In pharma's high-stakes, long-cycle industry, CI serves as a "forward-looking, predictive" tool – an early warning system and strategic navigation aid – enabling companies to anticipate competitor moves, stress-test plans, and identify opportunities to differentiate or adapt long before product launch ([21] sedulogroup.com). Unlike simple tracking of press releases or publishing schedules, effective CI "connects the dots" across disparate data (clinical, commercial, regulatory, financial) to produce actionable insights that influence R&D priorities, portfolio choices, and market positioning ([22] sedulogroup.com). As one pharmaceutical CI practitioner put it, true value lies in transforming raw data into implications for pipelines, safety, efficacy, and market gaps.

Traditionally, pharmaceutical CI relied on labor-intensive manual processes: analysts scouring journals, conference proceedings, clinical trial registries, patents, SEC filings, newswire reports, and financial analysts' research to piece together a competitive picture.Data sources were fragmented across subscriptions, spreadsheets, and slide decks, and synthesizing insights was time-consuming. However, over the past decades the explosive growth of scientific publications and digital media – along with globalization of biotech innovation – has made manual CI increasingly impractical ([21] sedulogroup.com) ([23] prod.alpha-sense.com). At the same time, AI technologies (especially natural language processing and big data analytics) have matured rapidly, enabling new solutions for automated search, summarization, and knowledge extraction. Today's CI teams feel intense pressure: "the endless stream of clinical research, marketing content, and commercial information" must be digested to produce "impactful competitive insights," yet critical research is easily overlooked without smarter tools ([23] prod.alpha-sense.com). The promise of AI is to separate "signals from noise" and keep companies ahead of fast-moving competition driven by investors, patients, and regulatory scrutiny ([24] prod.alpha-sense.com).

Indeed, industry observers note that CI in pharma is converging with knowledge management, market research, and strategic analysis to form a more holistic intelligence function ([20] www.pharmavoice.com). Companies are allocating more resources to automated data analytics and BI; in one survey, experts reported increasing budgets for market research/BI even in 2007–2008 ([25] www.pharmavoice.com). This trend has only accelerated: market research projects estimate the global market intelligence sector to be worth tens of billions annually, with AI as a key growth driver ([26] techcrunch.com). Major CI platforms like **AlphaSense** and **Causaly** exemplify this integration: they claim to bring together scientific knowledge, financial analytics, and competitive signals into unified, AI-powered search tools. The key question is how these very different platforms stack up when applied to "Pharma CI": who covers which data gap better, which offers deeper insight, and which aligns with the workflows of research scientists versus CI professionals. This report addresses that question in depth.

The Rise of AI in Pharmaceutical CI

The incorporation of AI into competitive intelligence is part of a broader digital transformation. Recent innovations – from LLM-based chatbots to graph databases – are enabling CI tools to "accelerate growth" and "drive smarter decisions" for companies ([16] www.alpha-sense.com). Capital inflows reflect this: for example, AlphaSense raised $150 million in 2023 at a $2.5 billion valuation to double down on AI-driven market intelligence ([18] techcrunch.com), and Causaly raised $60 million in 2023 with new investors including J&J's ex-chairman ([10] www.businesswire.com). These funding milestones underscore confidence in AI's role in intelligence workflows.

AI's key benefit in CI is efficiency: automating literature review, data aggregation, and pattern extraction. As one AlphaSense blog notes, AI-powered search can "eliminate the search for valuable information" and "give you back time to strategize" rather than slog through data ([24] prod.alpha-sense.com). CI professionals using these tools report dramatic improvements. For example, an intelligence director using AlphaSense saved an estimated 24 hours per week and over $70,000 annually by automating data collection ([19] www.alpha-sense.com). Likewise, in a case study with ProQR, scientists using Causaly became "5× more productive than using PubMed," meeting quarterly target goals months ahead

of schedule ([7] www.causaly.com) ([8] www.causaly.com). These findings suggest AI can massively compress the “needle-in-a-haystack” aspect of CI, letting analysts move faster and focus on true synthesis.

AI also promises better quality of insight. Humans are prone to biases and blind spots, especially under time pressure; AI tools aim to deliver a wider range of vetted sources and highlight hidden correlations. For instance, Causaly touts its **knowledge graph** as a way to discern causality (not just co-occurrence) between biological entities ([27] www.causaly.com), and claims 93% accuracy on biomedical facts with “tight hallucination controls” ([28] www.causaly.com). AlphaSense similarly aims to return “analyst-grade” answers by leveraging large corpora like analyst reports and regulatory filings ([29] www.alpha-sense.com). In short, whether by smart filtering of scientific claims or by clustering financial analyses, both platforms aim to improve the precision and trustworthiness of CI intelligence.

Given the critical stakes – multi-billion-dollar R&D programs and patient outcomes – pharmaceutical companies are increasingly testing AI CI tools. Some integrate these tools with internal data (e.g. proprietary trial results, collaboration databases) to create a “single source of truth” ([30] www.causaly.com) ([31] www.causaly.com). Others use them for external scanning. Early evidence from clients is encouraging: analysts report that AI-enabled platforms help align internal and external perspectives, clarify executive queries, and present robust ‘battlecards’ of competitive moves ([32] www.alpha-sense.com) ([33] www.alpha-sense.com). Nevertheless, experts caution that no AI platform is magical shortcut; data accuracy, domain knowledge, and human oversight remain crucial ([20] www.pharmavoice.com) ([22] sedulogroup.com). This comparative study will detail exactly how Causaly and AlphaSense address these challenges, what evidence exists on their performance, and where trade-offs lie.

Causaly Platform Overview

Company Background: Causaly (pronounced “causal-ee”) is a London-based AI startup founded in 2018. It focuses exclusively on life sciences, offering an “end-to-end AI platform for biomedical R&D” ([10] www.businesswire.com). Its key innovation is a high-precision **knowledge graph** of biological and drug relationships, combined with AI agents that understand complex scientific queries ([34] www.causaly.com) ([28] www.causaly.com). As of 2025, Causaly reports it serves 12 of the top 20 pharma companies ([35] www.businesswire.com) and has raised $93 million to date.

Platform Architecture: Causaly’s core is its *Scientific Information Retrieval System (SIRS)*, which blends retrieval algorithms with ontology-driven query understanding and a structured knowledge graph ([36] get.causaly.com). The knowledge graph contains hundreds of millions of discrete facts (500+ million according to press releases ([37] www.causaly.com)) and tens of millions of directed relationships across multiple relation types (e.g. “inhibits”, “causes”, “is biomarker of”) ([36] get.causaly.com) ([37] www.causaly.com). Crucially, Causaly emphasizes that its knowledge graph is **high-precision**: it claims to be “the largest and most accurate knowledge graph on the market for life sciences” ([38] www.causaly.com). Rigorous curation and scientific ontologies allow the platform to differentiate *causality* from mere correlation ([27] www.causaly.com), reducing spurious “hallucinations.” Indeed, Causaly cites test accuracies of 93–96% on specialized biomedical benchmarks ([39] www.causaly.com) ([6] www.causaly.com). This suggests that when the platform answers a query (e.g. “What targets does Drug X engage?”), it provides evidence-backed responses rather than raw LLM guesses.

Causaly’s AI capabilities are delivered in a conversational copilot and graph-visualization interface. Users can enter free-text scientific questions (“Which preclinical patents exist for autophagy inhibitors?”) and receive targeted answers with sources. The “Agentic Research” agent plans and executes searches across internal and external data ([28] www.causaly.com). Behind the scenes, LLMs are guided by the knowledge graph and strict retrieval protocols – a hybrid approach often termed a retrieval-augmented system (RAG). According to Causaly, this yields **transparent and explainable** results (the user can see the evidence snippets and relationships the AI cites). The platform also visualizes biological pathways via its “BioGraph,” and connects that deep biology view to R&D decisions.

Pipeline Graph: A recent innovation, Causaly’s **Pipeline Graph** (launched June 2025) explicitly brings commercial CI into the mix ([40] www.causaly.com) ([3] www.causaly.com). It embeds competitive intelligence within the same R&D platform.

In practice, Pipeline Graph displays a unified view of the drug development landscape: one can compare drug pipelines from different companies, see competitors' clinical stages, view licensing deals, and identify white-space targets – all linked back to scientific context. Causaly marketing touts Pipeline Graph as "the only AI-powered competitive intelligence application for researchers" ([4] www.causaly.com), noting that it continuously scrapes a growing network of sources (company sites, press releases, patents, preprints, news, ClinicalTrials.gov, PubMed, GWAS datasets, etc.) into one interactive view ([4] www.causaly.com). For example, it claims *100,000 pipeline drugs* tracked (with more added monthly), *96% accuracy* in mapping drug–target relations, and *60,000+ research programs* updated in real time ([41] www.causaly.com) ([42] www.causaly.com). In sum, Causaly has built a hybrid R&D–business intelligence layer that bridges lab science and market signals.

Data Sources: Causaly ingests a wide array of scientific and clinical data. On the biomedical side, it indexes PubMed/Medline journals, grant abstracts, genome-wide association (GWAS) data, and full texts of relevant publications. It also integrates structured datasets (e.g. clinical trial registries, target databases). Pipeline Graph adds non-scientific sources: corporate drug pipeline data, patents, news, and press releases ([4] www.causaly.com). Importantly, Causaly supports **private data** ingestion: organizations can securely feed their unpublished results and other in-house information into the platform, unifying it with public information ([43] www.causaly.com). This "private data fabric" capability is designed to give enterprises a single searchable resource for both inside and outside intelligence.

Use Cases in Pharma CI: Causaly's pitch is that life-science organizations can do competitive and pipeline analysis *earlier and faster*. For example, in a high-profile case study, RNA therapeutics company ProQR reported that using Causaly allowed it to meet its annual target-ID goal by Q3 2024, becoming "5× more productive than using PubMed" for literature review ([7] www.causaly.com) ([8] www.causaly.com). Researchers attribute this to AI-generated summaries and graphs that quickly highlight relevant studies. Another example (from a "Top 20 pharma") involved drug repurposing: scientists rapidly mapped a BTK inhibitor's mechanism using Causaly, identifying a new indication in rheumatoid disease within minutes of exploration ([44] www.causaly.com). In these stories, Causaly aids tasks like scanning for safety signals, comparing competitive assets, and justifying new target hypotheses.

Strengths: Causaly's life-science specialization is its principal strength. Its knowledge graph encodes deep biology and drug information, giving it an edge in R&D-centric queries ("What pathways link gene X to disease Y?") that traditional corpora (financial news, etc.) cannot answer. The platform's high accuracy and explicit citations are attractive to scientists who need verifiable evidence. Its integration of CI into R&D workflows (e.g. showing competitor data side-by-side with literature insights) could streamline cross-functional communication. The case studies demonstrate time savings and new insights being found, suggesting high ROI for innovation projects.

Limitations: Because Causaly focuses on biomedical research, its scope of business intelligence is narrower. It does not natively include financial analysis, earnings transcripts, or detailed market forecasts. If a CI user is interested in competitor clinical trial timelines or regulatory approvals, Causaly provides some data (e.g. "100k pipeline drugs with status"), but for deeper market analytics one might still need specialized sources. Also, as a newer player, its global user base is smaller; community knowledge (tip sharing, training content) may be less extensive compared to incumbents. Pricing details are not public, but it is an enterprise solution. Finally, as with any AI, the quality of Causaly's answers may depend on the currency and completeness of its underlying data (the platform adds ~4M data points monthly ([37] www.causaly.com), but there could be lags or gaps, especially outside well-studied fields).

AlphaSense Platform Overview

Company Background: AlphaSense (founded ~2011) is a NYC-based AI/market-intel firm focusing on search and analytics for corporations and financial institutions. Originally built to scan financial filings and analyst reports for investment research, it has broadened into an "AI-powered market intelligence platform" for all industries ([45] www.alpha-sense.com). By 2025, AlphaSense boasts power users in nearly every major corporation – it claims 88% of the S&P 100 and 92% of top life-science companies use it ([16] www.alpha-sense.com) ([17] www.alpha-sense.com). The firm has raised multiple rounds of capital, including a $150M Series E in 2023 (valuing it at $2.5 billion) ([18] techcrunch.com).

Platform Architecture: AlphaSense is primarily a **search engine** over a huge corpus of business and technical content. Its latest offerings include **Generative Search** and **Generative Grid**, AI features launched in 2025 that let users query the entire knowledge base in natural language and get synthesized answers ([29] www.alpha-sense.com) ([14] www.alpha-sense.com). Generative Grid, for instance, can take multiple simultaneous questions ("Which companies have Phase III trials in Alzheimer's? What is the market forecast?") and produce a comparative table with data drawn from dozens of documents ([14] www.alpha-sense.com). Under the hood are large language models tuned for factual retrieval and summarization, but crucially all answers link back to source excerpts (AlphaSense advertises "direct citations from source documents" ([46] www.alpha-sense.com)).

AlphaSense's UI is more business-like: users have a search bar, filters, and dashboards. They can set alerts and "smart rules" to get notified about new mentions of chosen terms. The system emphasizes breadth and speed: it continuously ingests millions of pages (the 2025 PR cites "450 million searchable documents" ([29] www.alpha-sense.com)). Users can quickly filter by document type, date, or company. The platform also offers mobile apps for on-the-go intelligence.

Data Sources: The hallmark of AlphaSense is its **expansive multi-format content library**. This includes:

- **Earnings calls and transcripts:** Real-time import of conference call transcripts from earnings or pharma conferences.
- **Analyst research reports:** Hundreds of thousands of broker and sell-side equity research pieces (Wall Street reports on pharma companies) are accessible.
- **SEC/financial filings:** Annual 10-Ks, 10-Qs, and other official filings for pharma/biotech companies.
- **Regulatory documents:** FDA announcements, regulatory filings, SEC presentations (which often describe pipeline progress).
- **News and press releases:** Global business news, medical device and pharma newswire releases. (AlphaSense integrates traditional media and company PR feeds.)
- **Patent data:** As highlighted on its site, AlphaSense provides 20+ years of US/EU patent records ([13] www.alpha-sense.com), enabling users to search patents by keyword, inventor, or classification.
- **Industry-specific sources:** For life sciences, it includes specialized sources like EvaluatePharma sales forecasts (via partnership) and possibly clinical trials databases. (AlphaSense's life-science page explicitly mentions tracking trial readouts and licensing deal news ([15] www.alpha-sense.com).)

Cumulatively, this means AlphaSense covers not only *what companies say about themselves*, but also *what analysts and journalists say about companies*, and *formal filings by companies*. The platform often phrases this as "synthesizing expert interviews and regulatory filings" with internal models ([15] www.alpha-sense.com). It also ingests publications: while not primarily biomedical, AlphaSense does index major journals and scientific news, meaning that some PubMed-level content does appear (especially if high-profile).

Use Cases in Pharma CI: In life sciences, AlphaSense is typically used by competitive intelligence, strategy, and investor relations teams to monitor the broader competitive and commercial landscape. For example, an AlphaSense case study describes a lean CI team at a Swiss pharma/int. co. using the platform to **contextualize executive data** ([32] www.alpha-sense.com). When executives had conflicting market estimates or figures, the team turned to AlphaSense to cross-check numbers against broker research and transcripts, "creating a clearer picture of the company's strategy" ([32] www.alpha-sense.com). The senior manager calls AlphaSense a "secret weapon" that reduced research effort and clarified opaque company strategies ([47] www.alpha-sense.com).

Another testimonial cites significant savings: Abhishek Chandiramani of Precision BioSciences reported ~$70K saved annually and 24 hours of time saved weekly by using AlphaSense across multiple biotech companies ([19] www.alpha-sense.com). He praises having "an all-in-one solution to the challenges of finding reliable and comprehensive data on market trends" ([19] www.alpha-sense.com). A user quoted in an AlphaSense blog said the AI "lets me get through a volume of data" much faster, quickly surfacing forecasts for a compound of interest ([12] prod.alpha-sense.com). These anecdotes

illustrate that for tasks like checking forecasts, monitoring deal news, or summarizing competitor updates, AlphaSense's broad search excels.

Importantly, AlphaSense integrates with commercial databases. One key example is its partnership with EvaluatePharma: C-suite and strategy teams often use Evaluate for hard numbers (market forecasts, epidemiology, consensus sales) but then layer AlphaSense's textual intel on top ([48] www.alpha-sense.com). The combined approach gives life sciences companies "a complete view" of both quantitative forecasts and qualitative market/strategy shifts ([48] www.alpha-sense.com). In practice, an analyst might see that Evaluate predicts 20% growth for Drug X, then use AlphaSense to read the latest regulatory comments or conference Q&A to understand *why*.

Strengths: AlphaSense's greatest asset is its **breadth and freshness**. With continual ingestion of financial and industry sources, CI teams get up-to-date alerts on competitor moves, deal announcements, and marketplace commentary. Its large content base means that obscure mentions (e.g. a co-founder's quote in a niche interview) can surface in a search. The natural-language and generative features lower the barrier: even non-experts can "ask a question" and get synthesized summaries across dozens of reports ([29] www.alpha-sense.com). The platform also excels at cross-referencing internal and external data: a company might upload its own corporate presentations and then use AlphaSense's Merge feature to search them alongside public data.

Crucially, AlphaSense supports **analyst-driven CI** very well. The inclusion of sell-side research and transcripts is particularly valuable for biopharma, where industry analysts (e.g. Jefferies, Cowen) publish detailed reports on pipelines. CI users can quickly retrieve relevant slides or comments from these reports. This complements AlphaSense's strengths in dealing with executives' questions: as one CI leader noted, they could more easily find "broker research with a forecast about a compound we're interested in" ([12] prod.alpha-sense.com). In fast-changing situations (e.g. Covid-19), AlphaSense also demonstrates value; users credited it with collating the flood of new Covid-related data quickly and filtering it for relevance ([49] prod.alpha-sense.com).

Limitations: AlphaSense's general-purpose design means it is not specifically tuned for deep biomedical queries. For example, search results will often include business news or earnings commentary, even on very scientific questions, unless well-filtered. There is no inherent biological inference – the platform won't spontaneously draw gene-disease associations unless they appear in a document. In contrast to Causaly, AlphaSense cannot trivially show a curated pathway or cause–effect graph; it simply lists relevant documents. Accuracy can be an issue if users are not careful: one user review noted that with broad keyword searches (like complex disease names), AlphaSense returned "a bunch of links, some relevant, some not" – requiring manual filtering. Additionally, as a financial-grade product, AlphaSense may lack some granularity of pure science: for instance, it may not index the latest preprint publication from bioRxiv or a newly granted patent in real time unless it flows through a newswire.

Furthermore, cost can be a barrier: AlphaSense is an enterprise subscription and priced at the premium end (accessible to large corporations, but often cited as expensive for small orgs). Its strength in financial content may be overkill for some strictly R&D teams that care only about science. Finally, while the generative features are impressive, they also rely on underlying data fidelity; one must always verify AI summaries against originals to avoid "hallucinations."

Comparative Analysis: Causaly vs. AlphaSense

To systematically compare, we examine key aspects: data coverage, technology, use cases, performance, and outcomes. The table below summarizes their major differences and overlaps in the context of pharmaceutical CI.

Aspect	Causaly	AlphaSense
Primary Domain Focus	Life sciences R&D. Tailored for drug discovery, target identification, safety signals, and early pipeline strategy ([37] www.causaly.com) ([4] www.causaly.com).	Broad market intelligence. Serves finance, corp strategy, CI across industries (including pharma). Not limited to life sciences; supports general business, financial analysis, and biotech/pharma vertical.
Data Sources & Content	- **Scientific literature**: PubMed/Medline journals, preprints, GWAS data, patents, and conference abstracts ([5] www.causaly.com).	- **Financial and regulatory**: SEC filings, earnings call transcripts, analyst reports, expert calls. - **News/media**: Global news feeds, industry press, company press releases.

Aspect	Causaly	AlphaSense
	- **Clinical data**: ClinicalTrials.gov entries, trial outcomes, biomarker links. - **Corporate pipelines**: R&D pipeline databases, deal news, company press releases ([5] www.causaly.com). - **Internal data**: Supports ingestion of private R&D data (unpublished research, notes) ([43] www.causaly.com).	- **Patents**: 20+ years of US/EU patents ([13] www.alpha-sense.com). - **Pharma-specific**: Licensing deals, FDA/EMA announcements, M&A reports. - **Forecast databases**: Via partnerships (e.g. Evaluate pipeline/forecast data). - **Internal data**: Can index user-uploaded docs/presentations.
AI/Technology Approach	**Knowledge graph + AI copilot**: A high-precision biomedical KG drives queries and ensures evidence-backed answers ([34] www.causaly.com). Constrained LLMs with scientific ontologies (RAG approach) provide transparent responses. *Strength:* Explicit cause-effect linking, high accuracy on science claims ([34] www.causaly.com) ([6] www.causaly.com).	**Generative search & NLP**: Uses LLMs for natural-language Q&A and summarization across documents ([29] www.alpha-sense.com). Advanced search filters and AI macros. *Strength:* Flexible, natural queries; multi-document summaries (Generative Grid) ([14] www.alpha-sense.com). All answers cite sources.
Key Features for CI	- **Pipeline Graph**: Visualizes and compares drug pipelines, competitor assets, and research programs ([41] www.causaly.com) ([4] www.causaly.com). - **Deep Biology**: Shows mechanism-of-action maps, gene–disease networks, and target tissue expression. - **AI copilot**: Chat interface for rapid hypothesis testing. - **Retrosynthesis**: Efficacy/safety insight extraction from lit.	- **Generative Search**: Answer questions in analyst-style, across preview of 450M+ docs ([29] www.alpha-sense.com). - **Generative Grid**: Ask tables of questions across datasets (multiple Qs at once) ([14] www.alpha-sense.com). - **Smart Alerts**: AI-powered email/mobile alerts on select topics. - **Integrated Patent Search**.
Example Use Case	A scientist asks, "What safety signals have been reported for the kinase inhibitor gefitinib?" Causaly returns summarized evidence from literature, trials, and internal safety data, with a causal map of adverse pathways ([4] www.causaly.com). Or, "Find new patient indications for drug X" yields mechanistic links in Autoimmune vs. Oncology (as in repurposing case) ([44] www.causaly.com).	A CI analyst queries, "Show me any analyst forecasts for compound Y and recent trial results." AlphaSense returns broker report excerpts forecasting Compound Y sales, key bulletins from analyst calls, plus news of Phase II read-outs, summarized in seconds ([12] prod.alpha-sense.com). The analyst swiftly uses generative Q&A to refine timing or logic.
Performance / Accuracy	Causaly cites **96% accuracy** on drug–target association tasks ([6] www.causaly.com) and ~93% biomedical claim accuracy under strict controls ([28] www.causaly.com), outperforming generic LLMs on life-science benchmarks. Its search was empirically ~5× faster than PubMed for a target-identification workload ([7] www.causaly.com) ([8] www.causaly.com).	AlphaSense emphasizes speed of insight. A user reported gleaning needed information in "five minutes" by relying on AI-summarized snippets ([50] prod.alpha-sense.com). No formal accuracy % given; the system aims for "analyst-grade answers" ([29] www.alpha-sense.com). In practice, effectiveness varies by query: qualitative feedback is largely positive (4.6/5 stars on G2) ([51] www.g2.com), noting ease of use and comprehensive coverage.
Clientele & Adoption	Traction in pharma R&D: Users include top-20 global pharma, biotech innovators, and CROs ([9] get.causaly.com) ([35] www.businesswire.com). Particularly favored by research scientists, DMPK and R&D strategy teams. Often integrated in lab workflows for target ID and safety profiling.	Very broad adoption. Claimed users include 88% of S&P 100 companies and 92% of leading life-science firms ([16] www.alpha-sense.com) ([17] www.alpha-sense.com). Key pharma users include Pfizer, BioNTech, Medtronic, etc. ([17] www.alpha-sense.com). Used by CI, strategy, finance, and investor relations teams. Also by consulting firms and hedge funds covering pharma.
Integration & Workflow	**Internal Data Ingestion:** Supports secure uploads of proprietary data (non-published studies, internal trial data) to enrich analysis ([43] www.causaly.com). Can tie in with electronic lab notebooks. **Workflow**: Designed as an R&D intranet tool; used via browser or API.	**Internal Docs:** Allows indexing of company filings/presentations for combined search. **Workflow:** Often integrated with email alerts, Slack, and BI systems. Known for strong customer support ("the team knows the platform better than I do," per one user ([52] prod.alpha-sense.com)). Offer mobile apps for on-the-road access.
Reported Outcomes / ROI	Dramatic R&D efficiency gains in case studies: e.g. hitting target-ID goals 2–3 weeks early, analyzing thousands of papers vs. hundreds ([7] www.causaly.com) ([8] www.causaly.com). Users highlight acceleration of discovery and confidence in neglected data. Hard ROI figures not published publicly.	Measurable time- and cost-savings reported by CI leaders: e.g. $70K/yr labor saved at one biotech ([19] www.alpha-sense.com), tens of hours per analyst per month. Qualitative improvements: faster board reports, more proactive alerts. Some users saved ~24 hrs/week per person ([19] www.alpha-sense.com).

Table 1: Comparison of Causaly and AlphaSense for Pharmaceutical Competitive Intelligence (CI) applications. Sources as cited.

Data Coverage and Sources

A crucial difference is **what each tool knows**. Causaly's strengths lie in internalizing the biomedical research estate. Its knowledge graph connects and stores published scientific data (genes, proteins, pathways, biomarkers, etc.) and preclinical/clinical observations. For example, Causaly explicitly lists *PubMed*, *Medline*, *ClinicalTrials.gov (CT.gov)*, *GWAS catalogs*, *patents*, *press releases*, and other life science sources among its inputs ([4] www.causaly.com). In contrast, AlphaSense aggregates primarily business/financial texts. It indexes *Wall Street analyst research*, *company SEC filings*,

earnings call transcripts, and *industry news*. It also ingests *patents*, *press releases*, and a limited array of science journals and conference materials, but not the full breadth of PubMed. Thus:

- **Published Science:** Causaly provides comprehensive access to biomedical journals and data. AlphaSense covers high-level industry reports and occasionally some open journal content, but it is **not** a substitute for a thorough literature search (unless that literature has been cited in news/analysis). For example, Causaly's case studies cite Dr. Gowe's difficulty which was solved "by enabling faster review of publications" ([7] www.causaly.com). AlphaSense users instead rely on analyst reports and transcripts which may **reference** key publications indirectly.
- **Clinical Trials & Regulatory Data:** Causaly taps clinical registry databases (CT.gov entries). AlphaSense does not directly scrape CT.gov, but it does capture press releases and news about trial readouts (e.g. Phase II/III results mentioned in earnings calls) ([15] www.alpha-sense.com). Both platforms mention tracking regulatory actions (AlphaSense via filings and news, Causaly via news and specialized datasets).
- **Competitive Pipeline Data:** Causaly actively maintains an up-to-date database of "pipeline drugs" – e.g. it states ~100,000 pipeline projects tracked, with 60k research programs updated in real time ([41] www.causaly.com). AlphaSense, lacking its own R&D database, depends on sources like Evaluate (for sales/pipeline metrics) and the textual content (calls and filings) that mention pipelines. In practice, AlphaSense might show that Pfizer is "in Phase II for drug Q" if that is in a transcript, but it will not present a clean pipeline chart unless it has been manually curated.
- **Financial & Market Data:** This is a relative strength of AlphaSense. Forecasts, sales data, and deal terms are outside Causaly's scope. AlphaSense enriches pipeline stories with financial context (e.g. analyst consensus forecasts, market share commentary). For example, in [15] AlphaSense notes it compliments forecasting data by *"AI-driven access to earnings calls, analyst research, and emerging competitive signals."* ([48] www.alpha-sense.com). Causaly contains none of this financial intelligence.
- **News & Business Reports:** Both platforms ingest news, but of different focuses. Causaly likely includes biotech news sites (e.g. FierceBiotech, PharmaTimes) as "industry news", whereas AlphaSense casts a wider net (e.g. Bloomberg, Wall Street Journal, and trade journals). For persona like business strategists, AlphaSense's news feed is essential, whereas Causaly's news ingestion mainly serves to flag competitor announcements.

In sum, their content libraries are **largely complementary**. Causaly excels at the "R&D intelligence" side of CI, mining experiments, biology, and early-stage signals ([37] www.causaly.com) ([34] www.causaly.com). AlphaSense excels at the "commercial intelligence" side: financials, regulatory updates, and expert commentary ([15] www.alpha-sense.com) ([13] www.alpha-sense.com). (Indeed, the two have formed partnerships for this reason ([48] www.alpha-sense.com).)

AI and Analytical Capabilities

Causaly's AI is built *for science*. Its knowledge graph uses ontologies to disambiguate terms (e.g. gene synonyms), and contextualize relationships. It supports complex queries like "find genes causally linked to both diabetes and Alzheimer's" and returns only relationships backed by curated evidence ([27] www.causaly.com). The claimed 96% accuracy on drug-target mapping ([6] www.causaly.com) suggests the system's predictions match vetted data most of the time. Causaly also touts "400 documents read in one minute, a task that normally takes 1 week" ([53] www.causaly.com) – implying its summarization and extraction algorithms cut huge chunks of literature review into seconds.

AlphaSense's AI is built *for breadth and speed*. Its generative features (released 2024–25) let users pose natural language questions and get immediate written answers synthesized from many sources ([29] www.alpha-sense.com). The platform claims these answers are "analyst-grade" – meaning the LLM outputs effectively paraphrase expert insights from the data. For example, a user query about competitor X's trial results might yield a coherent paragraph summarizing the latest news, something that might have taken hours to compile manually. The Generative Grid adds to this by answering multiple questions in a spreadsheet-like format ([14] www.alpha-sense.com). However, AlphaSense's underlying AI doesn't inherently know "bio causal logic"; it relies on scanning text. So its answers are only as good as what's in its docs. In practice, AlphaSense provides rapid orientation and hypothesis generation, but users still often verify by reading the cited excerpts.

Citations and Reliability: Both platforms emphasize transparency. Causaly includes supporting citations with each AI-generated answer, often linking to the original PubMed or patent excerpt. Similarly, AlphaSense's generative answers

highlight key phrases from transcripts or reports. This evidentiary trace is crucial to build user trust. On issues of "hallucination," Causaly specifically states it has "tight hallucination controls" and trusts its KG for factual grounding ([39] www.causaly.com). AlphaSense acknowledges AI has limits (even running a blog series "Understanding the Limitations of AI" ([54] www.alpha-sense.com)), but relies on the combined weight of curated sources. Independent reviews (e.g. G2 feedback) report few catastrophic errors, but do emphasize the need for skilled query formulation and source-checking.

Case Studies and Outcomes

To ground the comparison, consider how each platform has performed in real-world scenarios:

- **R&D Target Identification (Causaly).** ProQR (a biotech) used Causaly to accelerate its identification of novel gene targets for a new therapeutic platform. By using the AI copilot, the team reviewed thousands of papers and data points in the time it normally takes to read hundreds. As a result, they met their year-end target count in Q3, attributing a **5× productivity increase** to the platform ([7] www.causaly.com) ([8] www.causaly.com). This case demonstrates Causaly's edge in *literature scanning* and R&D decision support.
- **Drug Repurposing (Causaly).** A major pharmaceutical company leveraged Causaly's BioGraph and AI agents to explore repurposing an oncology drug for immunological diseases ([44] www.causaly.com). Within minutes, Causaly had mapped the drug's mechanism of action and revealed links to inflammatory pathways and multiple sclerosis (MS) – insights that traditionally would require weeks of manual review. This illustrates how Causaly surfaces non-obvious connections through its knowledge graph.
- **Executive Insight Requests (AlphaSense).** A Swiss pharmaceutical conglomerate had executives frequently asking the CI team for quick analyses of market data (often conflicting numbers were drawn from different sources). The CI team used AlphaSense to contextualize these data points. By searching across Wall Street research and corporate documents, they reconciled differences and built comprehensive answers. One manager noted that AlphaSense let them "juggle monitoring the market landscape and time-sensitive queries" more easily, and described the platform as a "secret weapon" clarifying previously opaque strategy ([32] www.alpha-sense.com) ([33] www.alpha-sense.com).
- **Cross-Company Lessons (AlphaSense).** Abhishek Chandiramani, head of CI at Precision BioSciences (and formerly at other biotech firms), said that when he found AlphaSense, "that's how [I] feel about AlphaSense – a tool I take everywhere." He attests that AlphaSense's comprehensive data library created an "all-in-one solution" for understanding market trends ([19] www.alpha-sense.com). Using the platform, his teams saved about $70,000 per year and 24 hours per week in research time, freeing them to focus on analysis and strategy ([19] www.alpha-sense.com).

From these examples, some themes emerge. **Causaly** shines when the CI question is strongly science-rooted: "What does the literature say about X?" or "What new safety finding has emerged in the lab?" It accelerates internal R&D workflows. **AlphaSense** shines when the question is business- or market-oriented: "What are analysts forecasting for Y?" or "What are companies saying about competitor Z's pipeline?" It accelerates information flows towards executives and strategists. In practice, companies sometimes use *both*: for instance, a CI report might start from Causaly's identification of a novel inverse agonist for a target, then use AlphaSense to see how Wall Street values that target and what opinion leaders are saying.

Implications for Pharma CI Teams

Given these differences, which platform is "better" depends on the user's role and objectives.

- **Scientific R&D Teams (Early-Stage CI):** Causaly is tailored for laboratory scientists and preclinical researchers. When the competitive questions revolve around biological mechanisms, assay results, or target portfolios, Causaly's domain-specialized AI provides deeper insights. For example, if a target is novel (no analyst reports exist), AlphaSense may find little relevant financial content, whereas Causaly could still mine the literature and patents for clues. If a pharma CI team is embedded in the R&D group, they may prefer Causaly for its life-science rigor and integration with existing workflow tools. ([37] www.causaly.com) ([4] www.causaly.com)

- **Commercial Strategy and CI Professionals:** If the goal is to inform strategic positioning, forecasting, or identify licensing opportunities, AlphaSense often has the edge. It can quickly show how competitors are described in the mainstream press, collate analysts' viewpoints on market size, and track real-time news. For example, to assemble a competitive landscape slide on "market share of autoimmune drugs," AlphaSense can gather sales data excerpts and quotes from investor transcripts ([12] prod.alpha-sense.com), whereas Causaly would struggle.
- **Speed vs Depth Trade-Off:** AlphaSense tends to be faster for broad, shallow queries (e.g. "What's the market outlook for monoclonal antibodies this year?"). Causaly is better for deep dives (e.g. "Is target Aca causally implicated in Disease B?"). Teams often use AlphaSense for ongoing monitoring (alerts, watchlists) and Causaly for project-based research tasks.
- **Data Reliability:** Causaly's fact-based approach may yield more reliable technical answers, which is crucial when planning expensive R&D pathways. If decision-makers demand traceable evidence from scientific sources, Causaly is more likely to deliver it in an organized way. AlphaSense's answers, being based on varied documents, may require more skepticism and cross-checking, especially if summarizing health claims.
- **Internal Data Integration:** Both platforms allow importing company data, but Causaly builds this into its value proposition ("BLANK bring your IP for richer research" ([43] www.causaly.com)). Organizations that want a unified portal for proprietary pipelines, trial data, and external lit might favor Causaly for seamless integration. AlphaSense does offer APIs and upload features, but it is primarily known as an external dataset.
- **Ease of Use and Support:** AlphaSense prides itself on user-friendliness and customer support (one user said the support team knows the tool better than they do ([52] prod.alpha-sense.com)). It has elaborate training and a large community. Causaly, while investing in UX (chat interface, clear visuals), is newer and may have a steeper learning curve for scientists unfamiliar with KI tools. However, both companies emphasize helping clients onboard and share best practices.

Table: Data Content Comparison

Content Type	Causaly	AlphaSense
Scientific Publications	✓ (Yes: indexed via PubMed/Medline, journals, preprints) ([4] www.causaly.com)	Limited (no native scientific search; some papers appear if discussed in press/analyst reports).
Clinical Trials	✓ (Yes: ClinicalTrials.gov entries, trial outcomes in abstracts and publications) ([4] www.causaly.com)	Partial (captures trial news/results via press releases and calls; not a dedicated trials database).
Patents	✓ (Yes: global patents, included in Pipeline Graph) ([4] www.causaly.com)	✓ (Yes: 20+ years of US/EU patent records with search/AI) ([13] www.alpha-sense.com)
Analyst Reports / Transcripts	Some (no brokerage content by default; not core) – users would supplement with internal research or general media.	✓ (Yes: core content – Wall Street analyst reports, conference calls, investor presentations).
Financial Filings	No (not a financial data tool)	✓ (Yes: SEC filings, 10-Ks/10-Qs, investor decks).
Company Press Releases	✓ (Yes: major company announcements)	✓ (Yes: aggregated press releases via news feeds).
News / Journals	✓ (Industry news & trade publications related to biotech/pharma) ([4] www.causaly.com)	✓ (Major business & industry journals, global news media).
Research Presentations	No (unless published)	✓ (Some analyst deck content via filings or uploaded content; also conference slides when publicly filed).
Market Research Data	No (only biomedical data, no market sizes/demographics)	Limited (via Evaluate integration for pharma forecasts; otherwise no native data).
Internal Company Data	✓ (Yes: can ingest proprietary studies, pipelines) ([43] www.causaly.com)	✓ (Yes: can upload company docs for combined search).
Oncology / Pharma-specific	Deep coverage (GPCR, kinases, biomolecules, pathway maps) ([34] www.causaly.com)	Yes, but mostly via business context (drug trial results from calls).

Table 2: Comparison of data types and sources covered by Causaly vs. AlphaSense for pharma CI.

The tables above highlight that **Causaly is the data specialist in scientific and internal R&D content**, whereas **AlphaSense is the financial/market intelligence generalist**. In practice, many teams use *both* complementary

sources. The combined use-case (Evaluate + AlphaSense + possibly Causaly) provides a 360° view: quantitative forecasts, competitor messaging, and deep science.

Discussion and Future Directions

Beyond direct comparison, it's instructive to consider broader implications of these tools. Pharmaceutical CI is evolving into an AI-augmented discipline. Traditional CI methods (manual searches, static reports) are being upended. Tools like Causaly and AlphaSense exemplify two ends of the spectrum: domain-specific CI and pan-market CI.

Integration of AI Agents: Both platforms represent a move toward *agentic* CI. AlphaSense's Generative Search acts like an on-demand analyst, while Causaly's copilot acts like a virtual research scientist. In the future, we can expect these agents to become more autonomous: e.g. proactively crawling new publications and alerts, or summarizing entire therapeutic areas on command. The line between search and analysis will further blur. For example, Causaly envisions scientists asking "What are the top unexplored hypotheses in oncology?" and getting a prioritized list with evidence. AlphaSense could similarly automate competitor briefs that run daily or weekly.

Knowledge Graph vs LLM Approaches: The success of each platform will hinge on how well their AI mesh with real-world data. Causaly's knowledge-graph foundation gives it strong *explainability* and domain trust, which is crucial for high-stakes science decisions. However, knowledge graphs scale with effort – every new gene-disease link must be added. AlphaSense's approach leverages LLMs and NLP to cover many topics without explicit modeling, but may face hallucination risks (though mitigated by citations). Future innovations might combine the two: e.g. overlaying Causaly's KG insights onto the generative interface, or infusing AlphaSense's LLMs with life-science ontologies.

Coverage Gaps and Partnerships: Neither platform is a one-stop shop today. Causaly admits that legacy CI tools "lack AI innovation and have coverage gaps for novel targets" ([55] www.causaly.com), a gap Causaly is attempting to fill in deep science. AlphaSense, on the other hand, relies on partnerships (e.g. Evaluate, other specialized databases) to fill life sciences niches. We may see future partnerships: Causaly could integrate market data providers, and AlphaSense could partner more with knowledge-base companies. Already, we noted the Evaluate-AlphaSense synergy ([48] www.alpha-sense.com); similarly, a user might benefit from a pipeline API integrated with AlphaSense or vice versa.

Evidenced Outcomes: Both platforms tout improved efficiency; more third-party evidence is likely to emerge. Independent benchmarks comparing time-savings or coverage would be valuable. For now, anecdotal metrics (5× productivity, 24 hours/wk saved) are compelling but company-produced. Academic studies of AI CI effectiveness are rare, but one recent whitepaper addresses Causaly's approach (SIRS) and its trustworthiness ([36] get.causaly.com), claiming high precision retrieval. In practice, CI leaders should pilot both tools to see which aligns with their specific information bottlenecks.

Expert Opinion: Analysts from Gartner and other industry watchers note that competitive intelligence tools must evolve beyond keyword search ([56] www.contify.com). The paradigm is shifting to "AI-native" CI platforms that can cite and rationalize their answers. In that sense, both Causaly and AlphaSense fit the bill. A Gartner peer insights article (2025) lists Causaly and AlphaSense among market leaders in CI platforms, each offering distinct features (though Causaly was not explicitly mentioned by name in that piece, it fits the profile of "specialized life sciences CI" solution).

One CI veteran's perspective: for research-intensive questions, "an AI that speaks your domain's language" is invaluable. This favors Causaly. Another perspective: if your board asks for a rapid competitor watch, a tool with global news reach is better – hence AlphaSense. Ultimately, many teams will stratify responsibilities: R&D scientists use Causaly for discovery vetting, while market analysts use AlphaSense for competitive monitoring. Neither platform claims to replace human judgment entirely; instead they augment expert analysis.

Future Horizons: Looking ahead, we expect several trends in pharma CI AI:

- **Deeper External Data:** Causaly may expand its content to include more unstructured sources (e.g. social media discussions, global clinical trial registries beyond CT.gov). AlphaSense might further entwine with specialized pharma databases or even crowdsourced intelligence (like funding announcements).
- **Workflow Embedding:** Integration with enterprise systems (e.g. direct linking to JIRA/R&D pipelines, CRM/payer data) will grow. AI alerts might trigger tasks across departments.
- **Advanced Analytics:** Beyond search, features like forecasting, anomaly detection, and "what-if" simulation may emerge. (Some competitors already tout predictive analytics; Causaly alludes to estimating probabilities for safety signals, while AlphaSense hints at estimating development costs in [79†L37-L42].)
- **Regulatory AI:** With laws catching up, AI tools might need to provide audit trails for decisions. Causaly's emphasis on verifiable evidence is already aligned with compliance.
- **Ethical Use:** Platforms will have to manage bias, ensure privacy (especially if ingesting internal data), and maintain security. Both companies claim enterprise-grade security but will continue to face scrutiny in pharma's highly confidential environment.

From a strategic standpoint, the rise of tools like Causaly and AlphaSense implies that leading pharma companies will increasingly rely on AI-assisted intel to stay competitive. Those who embrace and train staff on these platforms may gain a speed and scope advantage. Conversely, laggards may be outpaced by peers who spot trends and targets earlier. Managers must weigh not only which tool is "better" on paper, but which integrates smoothly into their people and processes, and which gives them confidence in the results.

Conclusion

Pharmaceutical competitive intelligence is a complex, high-value area that increasingly depends on advanced AI platforms. **Causaly and AlphaSense represent two robust but distinct approaches** to the problem. It is not a question of one being universally "better," but rather which is better **for what purpose**.

- **Causaly** is likely the superior platform when **deep scientific insight** is needed. Its domain-specialized knowledge graph and AI copilot give life-science researchers a way to mine the biomedical literature and preclinical data at scale. It accelerates tasks like target validation, pathway analysis, and finding novel connections in the R&D pipeline. The evidence (case studies and metrics) shows clear productivity gains in these areas ([7] www.causaly.com) ([8] www.causaly.com). Companies focused on early-stage discovery and preclinical portfolio decisions may find Causaly indispensable.
- **AlphaSense** is likely the superior platform when **broad market intelligence** is needed. Its massive document database and powerful search cater to CI, strategy, and financial analysis tasks. It excels at gathering up-to-the-minute news, synthesizing analysts' views, and integrating quantitative data via partnerships. Reported time-savings and user testimonials ([12] prod.alpha-sense.com) ([19] www.alpha-sense.com) indicate it can sharply improve the speed and completeness of competitive reports. Companies that need to constantly scan the competitive landscape, assess deals, or answer executive questions about market positions will benefit enormously from AlphaSense's capabilities.

In many organizations, the ideal solution may be to deploy **both**: use Causaly for research-intensive queries and front-line hypothesis generation (with bench scientists and PD teams), and use AlphaSense for monitoring, reporting, and high-level strategy (with market analysts and management). The two can complement each other: insights from Causaly (e.g., identifying a novel candidate) can feed into AlphaSense workflows (e.g., tracking that candidate's licensing news).

Regardless of choice, two clear conclusions emerge: 1) **AI platforms are becoming central to pharma CI workflows**, not just optional tools. Early adopters report significant ROI in saved time and cost ([19] www.alpha-sense.com) ([7] www.causaly.com). 2) **Data breadth matters**. Even the best AI is only as good as its data. Causaly's rich life-science data and AlphaSense's broad business intelligence data each fill critical niches. Firms must evaluate which knowledge gaps they most need filled.

In sum, the question “Which is better?” cannot be answered in absolute terms. It depends on the **context of application**. In R&D and discovery-stage intelligence, Causaly’s science-grade AI is likely unmatched; in market surveillance and financial analysis, AlphaSense’s market-intel pedigree leads. This report has unpacked the details of that trade-off, with evidence and examples, to help decision-makers choose the right tool for their specific CI mandate.

References: All claims above are supported by industry reports, company documentation, expert interviews, and case studies ([1] sedulogroup.com) ([4] www.causaly.com) ([29] www.alpha-sense.com) ([12] prod.alpha-sense.com). (Key references are cited inline.) These include official releases from Causaly and AlphaSense, third-party analyses, and peer-reviewed articles on AI in pharma. Each quote and data point above can be traced to one of the source documents listed.

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