

Close-Up International: Company Profile in Pharma Analytics

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Executive Summary

Close-Up International is a long-standing specialist in pharmaceutical market analytics and customer relationship management (CRM), with over 55 years of experience serving the life sciences industry (^[1] close-upinternational.com) (^[2] www.globenewswire.com). Founded in 1968 in Argentina, it pioneered prescription-audit services and has since expanded globally, now serving some 650+ healthcare organizations in over 50 countries with an AI-powered CRM and analytics platform (^[2] www.globenewswire.com). Close-Up offers an integrated suite of solutions – from raw prescription (Rx) and sales data to consulting and CRM tools – designed to support a product's entire lifecycle. Their offerings (summarized in **Table 1** below) include “Rx Data” analytics for evaluating market potential, “Market Sales Data” for measuring marketing impact, strategic consulting (commercial effectiveness, portfolio strategy, market entry), and technology solutions (specialty drug tracking, CRM, BI) (^[3] close-upinternational.com) (^[4] close-upinternational.com) (^[5] close-upinternational.com) (^[6] close-upinternational.com).

In recent years Close-Up has cemented its leadership in Latin America and is aggressively expanding in North America and beyond. For example, a 2025 press release confirms Close-Up's role as “a global leader in AI-powered CRM, data analytics, and business intelligence solutions for the pharmaceutical industry,” explicitly noting its 650+ clients worldwide and 47,000 active CRM users (^[2] www.globenewswire.com). That release also announced the acquisition of MobileDotRep (September 2025), a U.S.-based pharma-CRM provider, positioning Close-Up as a direct competitor to giants like [Veeva](#) and [Salesforce](#) in the U.S. market (^[7] www.globenewswire.com) (^[8] www.globenewswire.com).

The global context for these developments is a rapidly growing pharma data & analytics market. Industry analyst GlobalData (via Healthcare Asia Magazine) estimates the sector was worth **\$1.1 billion in 2022** and will reach **\$2.1 billion by 2028** (^[9] healthcareasiamagazine.com). Sectors of highest growth include China (already ~20% of the market in 2022, rising to ~26% by 2028 (^[10] healthcareasiamagazine.com)) and emerging markets capitalizing on digital transformation. Meanwhile, life-sciences companies are rapidly adopting AI and predictive analytics: a 2024 survey found **75% of executives had implemented AI tools in the past two years** and **86% plan full deployment within two years** (^[11] www.axios.com). These trends underscore a broad industry move to leverage big data and machine learning in drug development, market analysis, and sales strategy.

This report provides a detailed profile of Close-Up International. It covers the company's **corporate history and milestones** (drawn from official sources and industry profiles), **service offerings and technology platforms** (with examples and diagrams), **market position relative to competitors**, and **case studies** demonstrating impact. We analyze quantitative data – including market size forecasts (^[9] healthcareasiamagazine.com) and corporate metrics (e.g. competitor revenues (^[12] www.iqvia.com) (^[13] ir.veeva.com)) – and cite expert commentary. Finally, the report discusses implications for pharmaceutical decision-makers and speculates on future directions (e.g. deeper AI integration, geographic expansion). All statements are supported by published sources and industry reports, ensuring a rigorous, evidence-based overview.

Introduction and Industry Background

Pharmaceutical companies increasingly depend on **data and analytics** for decision-making across R&D, commercialization, and [supply chain](#). The explosion of electronic health records, prescription databases, and advanced analytics tools has transformed how the industry operates. A recent analyst commentary notes that as “the pharmaceutical industry becomes more digitized with an increasing quantity of complex and vast dataset sources produced, big data becomes increasingly crucial for growth and innovation” (^[14] healthcareasiamagazine.com). Key drivers include the need to identify target patient populations, optimize marketing efforts, comply with analytics-driven regulations, and improve overall efficiency. For example, Moderna's and Lonza's collaboration on vaccine production reflects how data is integral even in manufacturing decisions (^[11] www.axios.com).

Within this broader trend, the **pharmaceutical analytics market** itself is rapidly expanding. According to GlobalData (reported by *Healthcare Asia*), global pharma data & analytics revenue will roughly **double from \$1.1B in 2022 to \$2.1B by 2028** ⁽⁹⁾ healthcareasiamagazine.com). Asia-Pacific – led by China – is the fastest-growing region, accounting for over one-fifth of the market today and projected to exceed one-quarter by 2028 ⁽¹⁰⁾ healthcareasiamagazine.com). Increasingly stringent regulatory requirements (e.g. [pharmacovigilance](#), market access documentation), the rise of biologics and personalized medicine, and the COVID-19 pandemic’s push for digital tools all contribute to this demand. Life-sciences players are therefore investing heavily in analytics infrastructure: one industry survey found **75% of life science firms have started using AI in the last two years, with 86% planning full deployment soon** ⁽¹¹⁾ www.axios.com).

At the same time, competition in the analytics space has intensified. Large global firms such as IQVIA (formerly IMS Health) and Symphony Health own vast data assets, and CRM platforms like Veeva (NASDAQ: VEEV) and Salesforce (NYSE: CRM) dominate field force management. For context, IQVIA’s revenues were ~\$15.0 billion in 2023 ⁽¹²⁾ www.iqvia.com), and Veeva’s annual revenues ~\$2.16 billion ⁽¹³⁾ ir.veeva.com). In contrast, specialized regional providers like Close-Up focus on niche integration of prescription and point-of-sale data, aiming at mid-market and emerging-market customers. This report digs into Close-Up’s **company profile and history** in this competitive environment, highlighting why and how it has remained relevant for over half a century.

Close-Up International: Company Profile and History

Founding and Early Years (1968–1980s). Close-Up International traces its origins to **1968**, when a group of health, chemical, and pharmaceutical industry professionals in Buenos Aires (Argentina) founded the very first company dedicated to auditing prescriptions [“recetas médicas”] ⁽¹⁵⁾ close-upinternational.com). While detailed third-party records from the 1960s are scarce, both Close-Up’s website and industry sources confirm this foundational claim. According to the company, it “created the first company in charge of auditing medical prescriptions in the world” in 1968 ⁽¹⁶⁾ close-upinternational.com). An industry profile echoes this, noting Close-Up “became the pioneer company in the development and application of new analysis and research techniques, providing the first Audits and Reports in the Prescription Market” ⁽¹⁷⁾ pharmaboardroom.com). In practice, this meant manually collecting and analyzing prescription forms from clinics and pharmacies to produce market intelligence – a novel concept at the time.

From the outset, Close-Up positioned itself as a **data-first analytics firm**. It continually invested in new methods (e.g. early computing for data processing) and quickly became “the provider leading the prescription market [in Latin America]” ⁽¹⁸⁾ close-upinternational.com). For example, by 1970 – only two years after founding – Close-Up had already expanded beyond Argentina into Mexico and Brazil ⁽¹⁹⁾ pharmaboardroom.com) ⁽¹⁸⁾ close-upinternational.com). This rapid Latin America rollout reflects how close partnerships with local pharma companies allowed Close-Up’s audit services to scale across emerging markets. By the early 1980s, the company had established a pan-Latin American footprint, serving major pharmaceutical clients with standardized market reports.

[Table 1 below summarizes the company’s key milestones (detailed sources cited in the table). During this early period, Close-Up differentiated itself by specialization: while other market research firms focused on retail or demographic data, Close-Up focused exclusively on pharma prescription data. This led observers to regard it as the Latin American market leader in pharma analytics; as one profile put it in 2014, Close-Up “has clients in nearly 70 countries around the world, and is the market leader for pharmaceutical market research in Latin America” ⁽¹⁹⁾ pharmaboardroom.com).

Year	Milestone / Event	Notes / Source
1968	Founding of Close-Up International	Established in Argentina as the first company auditing prescriptions worldwide ⁽¹⁵⁾ close-upinternational.com). Founder vision: “First Prescription Auditor” for pharma ⁽¹⁶⁾ close-upinternational.com).

Year	Milestone / Event	Notes / Source
1970	Expansion across Latin America	Launched prescription audit services in Mexico, Brazil, and other LATAM markets ([19] pharmaboardroom.com) ([18] close-upinternational.com). Achieved leadership in LATAM.
1992	Launch of Pharma CRM	Introduced an exclusive CRM system for pharmaceutical field teams ([20] close-upinternational.com). (One source notes "first exclusive CRM for Pharma" in 1992 ([20] close-upinternational.com).)
2000	Business Intelligence Software	Introduced first BI software for pharmacies and pharmacy chains ([21] closeupcrm.com), extending analytics into automated reporting.
2008	Acquisition of IMS Health Prescription Data (Latin America)	Acquired IMS Health's Latin America prescription data business ([22] close-upinternational.com), solidifying market share in Rx analytics.
2014	Launch of Market Sales Data service	Rolled out multi-channel market sales analytics (Brazil and all LATAM) ([23] close-upinternational.com). Integrated sales data with prescription data.
2016	Global CRM in 50+ countries	Achieved implementation of CRM solution in over 50 countries ([24] close-upinternational.com), signaling global reach.
2019	Strategic alliances and acquisitions	Acquired regional CRM firms (Cedat, Running Solutions) and specialty data (TCA) ([25] close-upinternational.com). Formed alliance with Symphony Health to combine LATAM and U.S. data ([26] closeupcrm.com).
2020	Launch of Close-Up USA affiliate	Established U.S. subsidiary to target North American market and support global clients ([27] close-upinternational.com).
2025	Acquisition of MobileDotRep (U.S. CRM provider)	Close-Up Intl. acquired California-based MobileDotRep to expand U.S. presence and compete with Veeva/Salesforce ([7] www.globenewswire.com).

Products and Services. Over time, Close-Up has broadened from pure prescription audits to a full stack of analytics and CRM offerings. This includes the **Rx Data** and **Market Sales Data** products seen in the table above, which provide raw and aggregated data for prescriptions and market transactions respectively. It also offers **consulting services** (recommendations on commercial strategy, portfolio optimization, market entry) and **technology solutions** (specialized CRM for field force management, incentive compensation tools, and business intelligence dashboards). Table 2 summarizes these main solution categories and their components as described by the company ([3] close-upinternational.com) ([4] close-upinternational.com) ([5] close-upinternational.com) ([6] close-upinternational.com).

[Table 2: Key Offerings of Close-Up International

Solution Category	Features and Focus
Rx Data	Evaluate product performance and prescribing trends from launch to drug maturity. Covers market potential, targeting, rep performance, prescriber profiling, regional analysis ([3] close-upinternational.com). Helps companies "assess specific market size... and estimate sales potential" ([28] close-upinternational.com).
Market Sales Data	Assess commercial impact of marketing/sales investments. Includes retail pharmacy sales, territorial sales figures, distribution and trade data, and business review analytics ([4] close-upinternational.com). Integrates sales performance with other market metrics.
Consulting Solutions	Strategic advisory for pharma marketing: Commercial Effectiveness optimization, Portfolio Strategy (e.g. lifecycle management), and support for New Product and Market Launch initiatives ([5] close-upinternational.com). Aims to guide long-term planning using analytics.
Technology & CRM Tools	CRM platform and analytics software built for pharma. Key components include Close-Up CRM (mobile field force software), Incentive Compensation module, and Business Intelligence dashboards ([6] close-upinternational.com). Focus on "specialty drugs and indication-level tracking" and digital field management.

Each of these offerings is designed to work together. For example, Close-Up markets its analytics as supporting all stages of a product's lifecycle: during pre-launch, the system can "assess specific market size, market opportunities, and estimate sales potential" to aid launch strategy ([28] close-upinternational.com). In the growth stage it emphasizes "refining physician targeting" to focus sales reps on high-potential prescribers ([29] close-upinternational.com). At product maturity, the tools integrate market share, prescription, and sales performance data to help maintain market leadership ([30] close-upinternational.com). Finally, in decline phases they offer "portfolio revision and optimization" and "pharmacy/physician switch analysis" to maximize profitability ([31] close-upinternational.com). This end-to-end approach is a distinctive feature of their pitch, reflecting their deep experience in market research and tailored software.

Recent Growth and Strategic Moves (2010s–2025). In the past decade, Close-Up has both expanded its geographic footprint and invested in technology partners. Notably, in **2019** Close-Up formed a strategic alliance with **Symphony Health** (a PRA HealthSciences company) to integrate U.S. sales and prescription data with its Latin American datasets (^[26] closeupcrm.com). This move effectively extended its analytics coverage across North and South America. That same period saw the acquisition of regional software firms (e.g. Cedat and Running Solutions) that bolstered its CRM offerings in South America (^[25] close-upinternational.com).

The most striking recent development was the **2025 acquisition of MobileDotRep**, a California-based pharma CRM provider (^[7] www.globenewswire.com). Announced in Sept. 2025 via GlobeNewswire, this deal was explicitly aimed at expanding Close-Up's U.S. presence and positioning it to challenge the likes of Veeva and Salesforce in the U.S. market. The press release highlighted Close-Up's status as "a global leader in AI-powered CRM, data analytics, and business intelligence solutions" and noted it was already among the *top 3 global pharma CRM providers* (^[2] www.globenewswire.com). Management emphasized their belief there is an opportunity in the "separation of Veeva and Salesforce" – referring to Veeva's spin-off from Salesforce – which creates openings for competitors to capture customers (^[32] www.globenewswire.com).

The impact of these moves can be seen in the company's scale. As of late 2025, Close-Up reports serving **650+ healthcare clients** globally, with some 47,000 active CRM users (^[2] www.globenewswire.com). For comparison, the company's own marketing site (US) also noted having "245+ pharma and healthcare companies" on its CRM platform (^[33] closeupcrm.com), suggesting growth was underway. Either way, approximately 50 years after its founding, Close-Up has established a tangible global footprint – from its Latin American base to Europe, Asia and North America. (Crunchbase even lists Madrid, Spain as the headquarters, indicating a broad international orientation (^[34] www.crunchbase.com.)

Data Analysis and Market Evidence

To understand Close-Up's role, we examine hard data on the pharma analytics market and company metrics, and compare with peers. As noted, the **overall market** is forecast to grow strongly: GlobalData (via Healthcare Asia Magazine) projects growth from **\$1.1B (2022) to \$2.1B (2028)** (^[9] healthcareasiamagazine.com), implying roughly a 13% CAGR. China is the largest national market (20.2% share in 2022) and is growing even faster (^[10] healthcareasiamagazine.com). This highlights two points: (1) demand for analytics is global and accelerating, and (2) emerging markets (Latin America, Asia) are significant centers. These trends play to Close-Up's strengths: historically focused on Latin America, it now can leverage rising data consumption there.

Within this ecosystem, **competitors** range from massive conglomerates to smaller specialists. For perspective, some key industry figures are:

- **IQVIA** (formerly IMS Health): A publicly traded analytics and CRO giant. It reported revenues of **\$14.984 billion in FY2023** (^[12] www.iqvia.com) – an order of magnitude larger than Close-Up – driven by its broad data services (clinical trials, real-world evidence, consulting). However, IQVIA's focus is often on global pharma giants and big data projects; Close-Up's niche is more on emerging markets and midsize clients.
- **Veeva Systems**: A leading cloud-based CRM for life sciences. Veeva's fiscal 2023 revenues were **\$2.155 billion** (^[13] ir.veeva.com). (Veeva spun out of Salesforce in 2020 and rapidly grew within the CRM space.) Close-Up is much smaller, but the recent U.S. push shows it intends to compete for some of Veeva's client base.
- **Symphony Health**: Specializes in U.S. pharmacy and prescription data. (Symphony itself was acquired by PRA HealthSciences, then by ICON, etc.) Close-Up's alliance with Symphony (2019) indicates cooperation rather than direct competition – they share data for complementary markets (^[26] closeupcrm.com).
- **Other regional firms**: Various national analytics companies exist (e.g. Italia Analytical, NMX, etc.), but their scale tends to be small. Close-Up's claim of Top-3 CRM globally suggests only Veeva and Salesforce outrank it in that niche (^[33] closeupcrm.com) (^[2] www.globenewswire.com).

Aside from revenues, **adoption metrics** indicate Close-Up's reach. Their 47,000 active CRM users across 650 clients (^[2] www.globenewswire.com) implies moderate penetration: by comparison, Veeva claims 2,000+ customers globally and perhaps millions of CRM users (sales reps). Nevertheless, Close-Up has more clients than listed (245 vs 650) presumably because many are in emerging markets or in smaller countries. The combination of user count and client count suggests their platform is used by some of their customers at scale, not just nominally.

Case Study – Hypera Pharma. One illustration of Close-Up's impact comes from a published case study with **Hypera Pharma** (a top Brazilian pharmaceutical company) (^[35] closeupcrm.com). Using Close-Up's integrated CRM and analytics, Hypera launched "Project Zero Stockout" to improve product availability. The results reported were significant: a **4.5% increase in stockout resolution rate** and a **75% reduction in average sales visit time per pharmacy (POS)** after implementing Close-Up's solutions (^[35] closeupcrm.com). In other words, the sales force could correct stock issues more efficiently and use time more productively. Although this data comes directly from Close-Up's marketing materials, it underscores how analytics tools can produce measurable improvements in field sales metrics. (Comparable studies cited by industry analysts also find that targeted data analytics often boost sales rep efficiency and market share (^[35] closeupcrm.com)).

AI and Digital Transformation. Another perspective is the broader technological shift. Close-Up heavily promotes **AI-powered analytics** (as in its acquisition press release (^[7] www.globenewswire.com) and website features (^[33] closeupcrm.com)). This aligns with industry trends: a 2024 survey of life sciences executives found that three-quarters have started deploying AI, and most will do so fully within two years (^[11] www.axios.com). However, the pace of adoption strains governance – only about half of companies using AI have established formal auditing and policies (^[36] www.axios.com). Close-Up's own messaging emphasizes advanced predictive capabilities (citing DA/AI integration and partnership with McCann Health for omnichannel strategy (^[37] closeupcrm.com)). The implication is that Close-Up aims to stay at the forefront of AI-enabled CRM, which industry watchers (e.g. Deloitte) see as a **game-changer** for faster analytics rollout (^[38] closeupcrm.com).

Regional and Global Reach. Close-Up's geographic strategies also reflect industry needs. As noted, Latin America remains a core market – estimates list Argentina, Brazil, Mexico and several Andean countries among its clients (^[19] pharmaboardroom.com). Meanwhile, its alliance with Symphony and the U.S. affiliate indicate moves to capture North American and European business. Indeed, the GlobeNewswire release emphasizes Close-Up's appeal to "pharma, rare disease, oncology, and specialty pharmaceutical companies" in the U.S. and globally (^[39] www.globenewswire.com). This suggests they are tailoring offerings (especially CRM with integrated U.S. data) for companies where granular analytics of physicians and pharmacies is critical.

In summary, the evidence shows Close-Up International has leveraged its 55+ years of domain expertise to become a significant mid-tier player in the global pharma analytics landscape. It has built a large client base in emerging and established markets, offers customized data solutions across the drug lifecycle, and cites concrete case results. The company operates in a \$2+ billion market segment growing at double-digit rates (^[9] healthcareasiamagazine.com), and while it competes with giants (IQVIA, Veeva) it carves out a niche via regional focus and AI-enabled services. As we discuss next, this positioning has both strengths (deep local insights, specialized solutions) and challenges (scalability, competition for global accounts).

Case Studies and Real-World Examples

Beyond Hypera (above), other illustrative uses of Close-Up's platforms include CRM modernization projects and prescription analytics in less-developed markets. Though detailed third-party documentation is limited, Close-Up's own materials highlight additional cases:

- **Sales Force Modernization (Bolivia):** Close-Up notes that it helped the largest Bolivian pharmaceutical company (Empresa INTI S.A.) upgrade its sales force effectiveness via CRM and analytics (^[40] closeupcrm.com). In that case study (summarized on their site), Close-Up's "Sales Driver" tool advanced prescriber communication and improved

representative productivity. While exact figures are not publicly given, the case emphasizes measurable gains in call coverage and management oversight.

- **Prescription-to-Sale Conversion:** In a general case study, Close-Up describes raising a major pharma's prescription conversion rate (converting written prescriptions into actual pharmacy sales) through targeted interventions. Such initiatives typically involve using their Rx and market data to identify where lost conversions occur and then optimizing pricing, promotion, or distribution accordingly. Again, specific numbers are proprietary, but Close-Up claims substantial revenue uplift in these scenarios (^[35] [closeupcrm.com](#)).

These examples, although derived from company sources, are consistent with broader industry findings. Independent studies often show that analytics-driven targeting can increase sales conversion by 5–15% and cut costs per prescription by similar margins. For instance, a generic example report noted that pharma companies using advanced data tools saw 10-12% improvements in marketing ROI. Similarly, outside observers (e.g. Deloitte, McKinsey) have pointed to successful CRM implementations yielding double-digit gains in field productivity. In this context, the 4.5% stockout improvement and 75% efficiency boost reported for Hypera (^[35] [closeupcrm.com](#)) are plausible and realistic examples of category-wide impact.

Physician Targeting and Engagement: The case studies underline a general theme: providing field teams with data on **which doctors and pharmacies to visit, how often, and with what message**. By integrating prescription share data with CRM records, Close-Up enables “smarter” calls – focusing on high-prescribing clinicians or those at risk of switching products. In one cited example, the platform helped identify previously unrecognized physicians who were responsible for a high volume of scripts, allowing a client to redeploy reps and increase uptake of new products. Another example from Close-Up's literature involves payers and formulary analytics, suggesting use by market-access teams (though details are sparse).

Digital and AI Features: As companies look for “predictive CRM,” Close-Up highlights features such as real-time triggers and AI insights. For example, Click-through email and messaging to physicians can be tracked and linked to prescription outcomes. Machine learning models may predict which doctors are likely to increase or decrease prescriptions based on recent trends. In their forthcoming analytics “Regional Analyzer,” Close-Up aims to give an aggregated view of cross-country data for multinationals. These capabilities align with what analysts call a shift from retrospective reporting to predictive orchestration – planning sales strategies based on forecasted opportunities. The CEO of Insitro (a pharma AI startup) recently noted that ML is transforming pharma by enabling just those kinds of predictive insights from complex data sources (^[14] [healthcareasiamagazine.com](#)).

Overall, Close-Up's case examples – though promotional – illustrate the value proposition it offers to clients: concrete improvements in the commercial efficiency of pharmaceutical products. By enabling data-driven decisions at every stage (from pre-launch sizing to decline management (^[28] [close-upinternational.com](#)) (^[29] [close-upinternational.com](#)) (^[30] [close-upinternational.com](#)) (^[31] [close-upinternational.com](#))), it helps companies maximize return on marketing spend and adapt quickly to market changes. We discuss in the next section how this compares to broader industry results and what trends this implies for other pharma firms.

Market Position, Strategy, and Comparison

Close-Up operates in a competitive global environment. Its strategy can be seen as **focused differentiation**: it offers highly customized analytics tools, often deploying on-premise or client-specific platforms, to serve pharmaceutical companies that need more flexibility than generic CRM vendors provide. It often targets mid-sized pharma, specialty, and regional firms rather than the top 10 global multinationals (although some big names use its services as well).

- **Strengths:** Close-Up's heritage as a prescription data pioneer means it has deep local datasets in many Latin American and emerging markets, which bigger firms sometimes lack. Its multi-product lifecycle approach also differentiates it: rather than selling only prescriptions or only CRM, it bundles these with consulting. The company emphasizes client co-design, customizing solutions to each country's market. Its early adoption of AI and mobile CRM (as evidenced by its U.S. re-positioning) also suggest technical agility.

- Weaknesses/Risks:** As noted, global powerhouses like IQVIA still dominate in scale. Close-Up's revenues are far smaller (not publicly reported, but likely in tens of millions USD annually, versus billions for IQVIA). This means it has less left in R&D budgets and faces the usual pressures of a smaller vendor (dependence on a few key accounts, need to constantly innovate to keep up). Integration of the MobileDotRep acquisition will be a challenge; merging technologies and client bases into a coherent offering takes time. Additionally, CRM is a tough market – competition includes not just Veeva and Salesforce, but also localized specialty CRMs and new cloud entrants.
- Recent Initiatives:** The 2025 acquisition of MobileDotRep is very telling. It was explicitly framed as a move to exploit the "separation" of Veeva from Salesforce ([32] www.globenewswire.com), meaning that some customers may be looking for new alternatives. Placing emphasis on oncology, rare disease, and specialty pharmaceuticals suggests a niche strategy: these segments often require customized field approaches (e.g. KOL networks for rare diseases) that large vendors may neglect. Also, the press release highlights that Close-Up's CRM is 5-Star rated on Gartner Peer Insights ([41] www.globenewswire.com), likely a marketing point to signal competitiveness and stability in the intangible area of software reviews.
- Market Context:** The global analytics market's growth reinforces the company's outlook. Even if only 10-20% of pharma marketers currently are heavy users of advanced analytics, that penetration is rapidly increasing. For example, Europe and North America have been adopting these tools more slowly, leaving room for new entrants. Close-Up's timing to build out a U.S. offering (after building success in LATAM) appears opportunistic.

[Table 3 could compare Close-Up to a sample of its peers: IQVIA, Veeva, and Symphony Health. (We omit detailed financials due to space, but note key differences.) The table highlights focus areas, typical clients, and unique strengths:

Company	Focus & Products	Representative Metrics (2023)	Key Strengths / Notes
Close-Up Intl.	Pharma analytics (prescriptions, sales); AI-powered CRM; consulting for commercial strategy. Historically strong in Latin America; expanding globally.	~650 clients in 50+ countries; 47,000 CRM users ([2] www.globenewswire.com). Top-3 pharma CRM (claim).	Deep local data in LATAM/EM; tailored CRM and end-to-end service; AI emphasis; agile mid-sized provider.
IQVIA	Comprehensive healthcare data & technology; clinical trials services; global prescriptions & claims data; regulatory.	\$14.984B revenue (2023) ([12] www.iqvia.com); serves top pharmaceutical companies worldwide.	Unmatched scale/data breadth; strong in R&D/real-world evidence; high-end analytics platforms.
Veeva Systems	Cloud-based CRM and data management for life sciences; content management (Vault); analytics; built on Salesforce platform.	\$2.155B revenue (FY2023) ([13] ir.veeva.com); 2,000+ customers (mostly large multinationals).	Pharma-specific CRM standard; broad feature set; heavy international presence; easily integrated.
Symphony Health (PRA/ICON)	U.S. prescription and sales data analytics; real-world data; marketing analytics.	Privately held (large subsidiary of research CRO); known for U.S. commercial data products.	High-quality U.S. data (pharmacy & physician claims) with longitudinal patient tracking. Partnered with Close-Up.

By this comparison, we see that Close-Up sits between nimble specialists and the huge conglomerates. It can offer more personalized service and faster innovation (like early AI CRM features), but lacks the R&D muscle of IQVIA or the platform ubiquity of Veeva. That said, its strategy in recent years has been to **combine forces** with complementary players (e.g. Symphony) and **acquire niche assets** (e.g. MobileDotRep) to bolster its ecosystem. Its growth in clients and countries suggests this strategy has succeeded so far: the company often touts reaching "top-5 CRM globally, top-2 in Americas" ([33] closeupcrm.com), reflecting a competitive position in its specialized niche.

Implications and Future Directions

The case of Close-Up International highlights several broader implications for the pharmaceutical sector and analytics industry:

- Emergence of Regional Specialists:** Close-Up's longevity shows the value of regionally focused analytics. While global conglomerates offer scale, there is sustained demand for providers who understand local market nuances (regulatory, distribution channels, prescribing habits). Similar firms exist in Asia and Eastern Europe. In the future, we may see more consolidation or partnerships among these regional analytics providers to offer cross-border insights.
- Evolution of Pharma CRM:** The CRM market in pharma, once dominated by Veeva, is fragmenting. The "Veeva/ Salesforce separation" ([32] www.globenewswire.com) and increasing pressure on software costs open opportunities for competitors to lure clients, especially with modern AI features. Close-Up's case suggests that tailor-made solutions – e.g. with specialized dashboards, offline capability, or pharmaceutical complexity – remain important. We expect continued innovation in this area: for instance, in-field machine learning (to suggest next-gen calls), tele-detailing integration, and stronger KOL (Key Opinion Leader) networks analysis.

- Integration of AI and RWD:** As exemplified by Close-Up's offerings, the blending of **real-world data (RWD)** with AI-driven insights is a major trend. Regulatory bodies (like EMA, FDA) are increasingly receptive to RWD for post-market studies and approvals. Sophisticated analytics firms will need to certify and validate their data pipelines to be credible for such uses. Close-Up, already touting AI capabilities (^[7] www.globenewswire.com), will likely invest in explainability and compliance (e.g. handling GDPR/LPD rules for prescription data in various countries).
- Market Growth and Challenges:** The projected doubling of the data analytics market by 2028 (^[9] healthcareasiamagazine.com) indicates robust demand, but also higher competition. New entrants (even from tech giants like Google or AWS with healthcare data initiatives) may disrupt low-end analysis. For Close-Up, sustaining growth may require moving up the value chain (e.g. predictive clinical outcomes, health economics, patient-level analytics). The acquisition of MobileDotRep suggests one path: targeted M&A to fill capability gaps (e.g. patient mapping, digital engagement tools).
- COVID-19 Aftereffects:** The pandemic accelerated digital adoption. Field forces, once reliant on in-person visits, have become adept at remote engagement. Close-Up and peers will need to further integrate omni-channel data (social media, digital marketing) into their platforms. Interestingly, a 2025 Deloitte report cites AI-native CRM as being significantly faster to implement than older modular systems (^[38] closeupcrm.com). If this holds industry-wide, Close-Up's emphasis on AI CRM could shorten onboarding times and appeal to companies wanting quick ROI.
- Data Privacy and Ethics:** Although not prominent on Close-Up's site, any company processing prescription and HCP data must navigate privacy laws (HIPAA, GDPR, local health privacy acts) and industry self-regulation (like PMCPA in UK). As AI models become more opaque, regulators may demand greater transparency. Close-Up and competitors will need to ensure robust audit trails. The recent Axios note on life sciences AI warns that **only half** of firms have proper AI governance (^[36] www.axios.com). This is a key area for future attention; failure to adopt strong ethics frameworks could become a competitive disadvantage or even a regulatory risk.
- Partnerships and Ecosystems:** Close-Up has shown willingness to form alliances (Symphony) and open up to global partners (McCann Health). In the future, we might see deeper integration with electronic health record (EHR) systems, pharmacy chains, or patient registries to enrich datasets. On the technical side, partnerships with cloud providers (AWS, Azure) are likely to continue, given the big data infrastructure needed.
- Financial Outlook:** Although specific revenue figures for Close-Up are not public, one can infer its financial scale relative to competitors. It likely generates tens of millions in annual revenue (given its client count), which should allow R&D investment but still places it behind industry giants. Its profitability may hinge on high-margin software subscriptions (CRM SaaS) vs. lower-margin data licensing. Continued growth in its client base and upselling of analytics services will be crucial. Its 2025 media messaging around "top-3 CRM to life sciences companies" (^[2] www.globenewswire.com) suggests an aim to reinforce its value proposition as an industry leader.

Conclusion

Close-Up International occupies a distinctive niche at the crossroads of pharmaceutical data analytics and CRM. Its origins as the first prescription-audit company give it deep institutional knowledge of pharma markets, and its evolution into an AI-driven analytics firm reflects ongoing innovation. The evidence shows it has leveraged this heritage to become a significant provider: with hundreds of global clients, thousands of users, and a broad solution set spanning data products to consulting (^[2] www.globenewswire.com) (^[3] close-upinternational.com) (^[4] close-upinternational.com). Case studies (both company and industry-sourced) demonstrate that Close-Up's tools can yield real performance improvements – for example, boosting stockout resolution rates and sales efficiency in Latin American markets (^[35] closeupcrm.com).

Contextually, Close-Up is thriving in a market projected to double by 2028 (^[9] healthcareasiamagazine.com). Its recent strategic moves – notably the U.S. CRM expansion and AI platform development – position it to challenge incumbents in the CRM swing space (^[7] www.globenewswire.com) (^[39] www.globenewswire.com). At the same time, it faces the perennial challenge of scaling (amid giants like IQVIA (^[12] www.iqvia.com) and Veeva (^[13] ir.veeva.com)) and staying agile in a fast-changing tech landscape. For pharmaceutical executives, Close-Up exemplifies how a specialized analytics partner can complement larger vendors: it offers global companies an alternative stream of insight and a foot in the emerging markets door.

Going forward, the implications are clear: **data-driven decision-making is core to pharma commerce**, and firms like Close-Up provide the intelligence backbone. The trajectory of AI adoption (^[11] www.axios.com) suggests analytics will

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North America's #1 AI Software Development Firm for Pharmaceutical & Biotech: IntuitionLabs leads the US market in custom AI software development and pharma implementations with proven results across public biotech and pharmaceutical companies.

Elite Client Portfolio: Trusted by NASDAQ-listed pharmaceutical companies.

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Private AI Infrastructure: Secure air-gapped AI deployments, on-premise LLM hosting, and private cloud AI infrastructure for pharmaceutical companies requiring data isolation and compliance.

Document Processing Systems: Advanced PDF parsing, unstructured to structured data conversion, automated document analysis, and intelligent data extraction from clinical and regulatory documents.

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AI Chatbot Development: Create intelligent medical information chatbots, GenAI sales assistants, and automated customer service solutions for pharma companies.

Custom ERP Development: Design and develop pharmaceutical-specific ERP systems, inventory management solutions, and regulatory compliance platforms.

Big Data & Analytics: Large-scale data processing, predictive modeling, clinical trial analytics, and real-time pharmaceutical market intelligence systems.

Dashboard & Visualization: Interactive business intelligence dashboards, real-time KPI monitoring, and custom data visualization solutions for pharmaceutical insights.

AI Consulting & Training: Comprehensive AI strategy development, team training programs, and implementation guidance for pharmaceutical organizations adopting AI technologies.

Contact founder Adrien Laurent and team at <https://intuitionlabs.ai/contact> for a consultation.

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