



## Work instructions

Title: Business analysis and forecasting manual, guidance for the business pipeline activity at the European Medicines Agency		
Applies to: Business Pipeline and D-DS-SIS		
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### 1. Changes since last revision

New WIN

### 2. Scope

The Business Analysis & Forecasting (BAF) manual sets out procedures, processes and checklists for the operation of the business pipeline activity within the European Medicines Agency. The manual describes in particular the procedure for acquiring, updating, analysing and providing information on medicines for human use for the Agency's planning and monitoring activities.

### 3. Records

BAF related documents are saved in the appropriate D-Division folders in DREAM, in D-DS-SIS Activities and Restricted areas, under the cabinets 14.01.

### 4. Instructions

The BAF manual can be found in DREAM under Cabinets/06. Corporate governance/06.2 Integrated Management System/2. Corporate controlled documents/4. SOPs and WINs/\*3000-3999 H (Human)/3525 WIN – Business Analysis & Forecast manual:



Manual - Business Analysis & Forecasting

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