IDC MarketScape

IDC MarketScape: Worldwide Life Sciences R&D Pharmacovigilance Technology Solutions and Consulting Services 2025 Vendor Assessment

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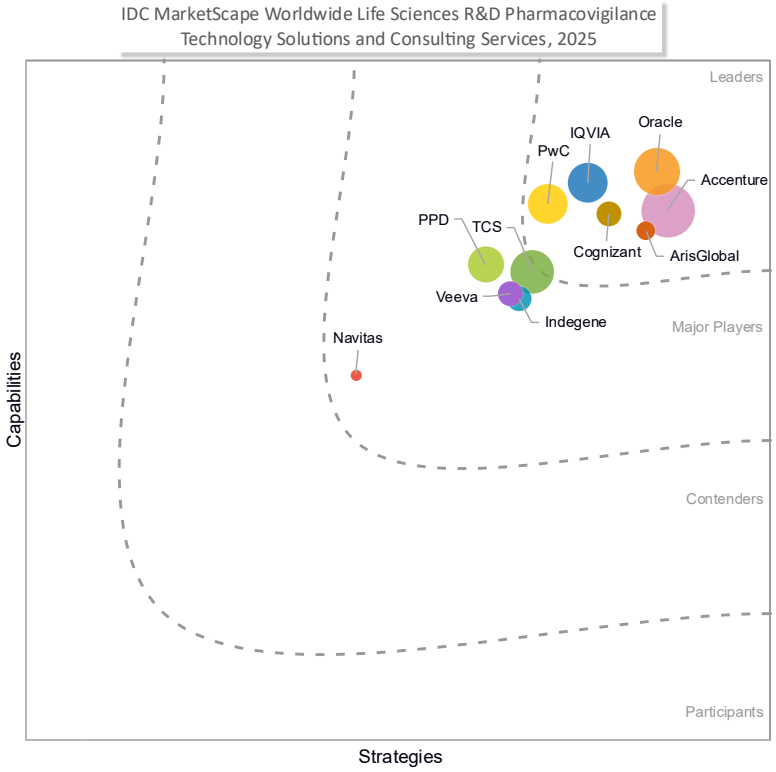
THIS EXCERPT FEATURES ACCENTURE AS A LEADER

IDC MARKETSCAPE FIGURE

FIGURE 1

IDC MarketScape Worldwide Life Sciences R&D Pharmacovigilance Technology Solutions and Consulting Services Vendor Assessment



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Please see the Appendix for detailed methodology, market definition, and scoring criteria.

ABOUT THIS EXCERPT

The content for this excerpt was taken directly from IDC MarketScape: Worldwide Life Sciences R&D Pharmacovigilance Technology Solutions and Consulting Services 2025 Vendor Assessment (Doc # US53669225).

IDC OPINION

It is extremely concerning to note that the American Society of Pharmacovigilance (ASP) has reported that in 2025, adverse drug events now account for over 250,000 deaths annually and are the third leading cause of death in the United States, moving up from the fourth position in 2021. As Sara Rogers, ASP president rightly puts it, "We cannot afford to stand by while medication-related harm continues to grow. It's time for decisive action."

Even more concerning is the fact that up to 94% of adverse drug reactions (ADRs) are not reported by healthcare providers, delaying the detection of safety signals and negatively impacting clinical outcomes.

Yes indeed, lives are at stake, and this is the time for action, for both the pharma industry and the pharmacovigilance (PV) technology and consulting solution providers to join hands to address this challenge.

The industry is in the process of either building, acquiring, or composing intelligent drug safety platforms. Over half of the industry is following a compose strategy to build drug safety platforms, whereas one-fourth are purchasing these platforms and a fifth are building these internally. Almost half (45%) of the resources used to build and maintain drug safety platforms come from external resources (see *Worldwide GenAI Industry Use Case Early Adoption Trends, 2025: Life Sciences,* IDC #US53317424, April 2025).

Different artificial intelligence (AI)–enabled PV initiatives are being pursued by pharma companies. Eli Lilly has built MosaicPV, an intelligent case intake platform, while AstraZeneca, Pfizer, and Roche have used AI to mine social media to identify ADRs up to 50% faster than usual, and Sanofi's AI-enhanced signal detection is reported to have achieved an 85% sensitivity and 75% specificity in identifying previously unrecognized safety signals and a six-month reduction in the time for identifying previously unrecognized safety signals. Pharma is also using digital assistants to enhance access to medical information and streamline the initial intake phase of adverse event (AE)

case processing. Pfizer, for example, is using Medibot in the United States; Fabi in Brazil; and Maibo in Japan.

However, the life sciences industry as well as PV technology solution and consulting services providers are dealing with their own unique challenges.

PV Life Sciences Industry Challenges

The real goal of the life sciences industry is to ensure a consistent positive benefit-risk profile for the drugs that it manufactures. However, this is not an easy task as organizations struggle with fragmented data sources, latency issues, and more.

PV database platforms that come with out-of-the-box features may need to be customized to align with the specific operational needs, unique drug profiles, or regional regulatory requirements of the life sciences industry. The customization, however, may result in the fragmentation of how PV activities are conducted across an organization.

Some of the key challenges that the life sciences industry faces are:

- Underreporting of adverse drug reactions, which decreases the chances of signal detection (It becomes more complicated when dealing with rare diseases, where the number of patients is significantly low, and patients are scattered far and wide, and the disease is, more often than not, diagnosed very late in the day.)
- Data overload and signal detection (Finding a needle in a haystack is never an easy task and there is a need for efficient tools to explore the vast amount of data that exists out there, and efficient tools are required to filter through the false positives and negatives, and the confounding factors [such as patient demographics or concomitant medications]. This can make understanding signal scores challenging.)
- Evolving global PV and technology regulations, which make global harmonization challenging
- Challenges in post-marketing surveillance, including challenges in gathering real-world data owing to patient noncompliance and insufficient data sources
- Data integration challenges and the lack of standardized reporting systems (There is immense diversity in the data sources, including structured/unstructured, formats of data, fluctuation in the volumes of incoming data, as well as variations in reporting standards across geos.)
- Counterfeit and substandard medicines that pose significant risks to patient safety
- Patient engagement and awareness, underlining the need for patient education and user-friendly reporting platforms

- The need to handle increasing annual caseloads and simultaneously reducing process costs while using legacy systems
- Limited number of resources with deep safety domain expertise
- Lack of maturity in AI adoption, change management issues, and concerns regarding compliance
- The added complexity of managing the increasing number of adverse events resulting from the growth of combination products and advanced therapy medicinal products (ATMPs), where the industry still lacks deep expertise

PV Vendor Challenges

- Navigating the fine balance between scaling efficiencies while ensuring compliance and minimizing risk
- Dealing with rising cost pressures across the value chain and a limited ability to invest from the industry, resulting in cuts in PV budgets
- The growing competition on pharma from generic manufacturers and biosimilars that intensifies the need for pharma to differentiate (This is pushing PV providers to innovate while managing tight margins.)
- A lack of willingness to see PV as a value driver rather than a cost center, resulting in the desire from the industry to prioritize incremental process improvements or cost cutting over larger, transformational initiatives
- Long duration PV contracts, significant transition costs, an aversion to transition to new vendors, and long decision cycles (more so in medium-sized enterprises) making it hard for incumbents
- Expanding portfolios and shifting investment priorities are demanding PV expertise in new therapeutic areas
- Hiring skilled PV resources with rich therapeutic area expertise and tech expertise continues to be a challenge
- While technology is transforming the PV landscape, at the end of the day, business processes also need to evolve in parallel to drive ROI (A lack of trust in AI, a lack of willingness to adapt business processes, and concerns regarding brand and regulatory risks often kill the potential gains in cost and process efficiencies.)

In the turbulent world of today that seems to be undergoing ongoing seismic shifts, it is the cutting-edge technologies that will serve as game changers, only if they are complemented by deep strategic PV expertise. Bottom line, for the life sciences industry, it is about patient safety and compliance.

IDC MARKETSCAPE VENDOR INCLUSION CRITERIA

IDC frequently has unique visibility into vendor selection processes within life science companies through clients and contacts in the industry. For a vendor to be considered for inclusion in this study, the vendor's services must have been significantly evaluated for the potential to engage clients within the target IDC MarketScape space.

Further research and due diligence were then conducted to narrow the list of vendors to only those that IDC views as legitimate contenders for future deals within the life sciences space, based on an assessment of the vendor's capability in providing technology solutions and consulting services to support the implementation of a pharmacovigilance strategy.

The key inclusion criteria included:

- Vendors should have at least five customers for their PV offering for a duration of at least 12 months as of December 31, 2024.
- Vendors should provide technology solutions/platforms to support PV.
- Vendors should have guided customers on establishing audits, inspections, system gap assessment, SOPs, templates, workflows, the design of risk management activities, change management, benefit-risk assessment strategy, or other consulting activities for the implementation of PV.
- Vendors should have a minimum company revenue of $200 million.

The 11 life sciences R&D pharmacovigilance solution providers selected to participate in this study are:

- Accenture
- ArisGlobal
- Cognizant
- Indegene
- IQVIA
- Navitas (Navitas Life Sciences)
- Oracle
- PPD (Thermo Fisher Scientific)
- PwC
- TCS
- Veeva

ADVICE FOR TECHNOLOGY BUYERS

Just when the life sciences industry thought that the disruption caused by the COVID-19 pandemic was over and that the dust had settled, it has been once again rocked by evolving policies and regulations, tariffs, price control executive orders, geopolitical turbulence, the fear of a recession, and more.

The life sciences industry is absolutely seeing the need to invest in technology solutions and partnering with strategic PV technology solution providers but is waiting and watching cautiously for signs of stability. It recognizes that technology will save the day but is holding back its purse strings, waiting for the right moment.

In IDC's view of the PV technology solutions and consulting services ecosystem, key attributes that life sciences companies are looking for in their preferred PV solution providers include:

- Deep, proven PV-specific expertise, complemented by global regulatory expertise across PV and tech
- Expertise in embedding GenAI solutions and AI agents to scale efficiencies, complemented by an understanding of the regulatory landscape
- Scalable, modular, plug-and-play models that work for emerging biopharma
- Platforms with ongoing, seamless upgrades to ensure global regulatory compliance, while not disrupting operations
- Expertise in the enterprisewide implementation of PV solutions
- Consulting expertise in transforming PV business operations to integrate changes driven by new technology, while ensuring compliance
- The use of cloud-based technology platforms that accelerate the transition toward zero-touch case processing
- Unified platforms creating a single source of truth, error proofing the data and minimizing redundancies
- Ensuring the use of ethical and explainable AI solutions
- Implementing the right data governance models and data placement strategies
- Predictive analytics to support signal detection and management
- Guidance on selecting the right PV technology vendor, and providing the right vendor oversight model
- Expertise in setting up global capability centers (GCCs) for PV
- Compatible corporate cultures
- The ability to demonstrate accountability through outcome-based/risk-sharing pricing models

- Pay-for-use pricing models that offer flexibility to CROs, based on fluctuating business demands
- Strong referenceable clients

VENDOR SUMMARY PROFILE

This section briefly explains IDC's key observations resulting in a vendor's position in the IDC MarketScape. While every vendor is evaluated against each of the criteria outlined in the Appendix, the description here provides a summary of each vendor's strengths and challenges.

Accenture

After a close evaluation of Accenture's offerings and capabilities, IDC has positioned the company in the Leaders category in the 2025 IDC MarketScape for worldwide life sciences R&D pharmacovigilance technology solutions and consulting services.

Headquartered out of Dublin, Ireland, Accenture has served the life sciences industry for 40 years and is present in 50 countries. More than half of its 35,000 strong life sciences R&D staff come from the life sciences industry, with an average industry experience of 15 years. Accenture's life sciences customer base includes 85% pharma, with 80% having revenue of over $1 billion. It offers PV technology and consulting services, as well as operational support for PV. Accenture's PV practice has dedicated resources, with an average of 10 years of PV experience.

In addition:

- **Strategic initiatives:** Accenture's vision for PV is to leverage its industry expertise, lean operating model, technology, and ecosystem to drive translational science and improve the understanding of patient profiles leveraging RWD, optimize and integrate PV with R&D and marketing to reduce AEs at source, and to drive synergies across technology, systems, people, and processes, transforming PV from a cost center to a value center. Its goal is to leverage its GenAI-enabled SynOps platform to enable this. Features that it plans to add to SynOps include an AE Follow-up Automation Module, and a Medical Review Co-Pilot, and Accenture is investing in enhancing its signal detection capabilities. Accenture is focused on building a unified safety experience across the PV value chain through its PV platform modernization and data-led transformation strategies. Accenture is positioning itself as a key enabler for establishing Global Captive Centers. It wants to focus on providing regulatory guidance and audit and inspection readiness solutions.

- **M&As/partnerships:** Accenture brings to bear its ecosystem of partnerships, with key PV platform companies including the hyperscalers, with PV solution providers such as Quartica, Cencora, ETQ, Veeva, Aris G, and Oracle. In 2023, Accenture established a joint venture with Shionogi Business Partner Co. to augment Shionogi's and Accenture's PV operations in Japan. In 2023, it partnered with NVIDIA and ServiceNow, to launch AI Lighthouse, to fast-track the development and adoption of enterprise GenAI capabilities. Accenture has invested in Earli Inc., a biotech that has developed a novel approach to early cancer detection using a synthetic targeting platform. In its fiscal year 2024, Accenture invested $6.6 billion in 46 strategic acquisitions to scale its business in high-growth areas.
- **Pricing models.** Accenture's key pricing models include transaction-based pricing, full-time equivalent (FTE)–based pricing, deliverable/milestone-based pricing, and outcome-based pricing.

Strengths

Accenture brings to the table two decades of experience in PV strategy consulting, technology, and operations to deliver the "One Safety" experience to customers. Accenture focuses on helping its customers build next-gen PV organizations:

- By modernizing PV operations through the use of its SynOps platform (its cross-industry innovation framework)
- By setting up new Global Capability Centers and build-operate-transfer models
- By scaling PV operations through the use of its accelerators leveraging AI/GenAI/natural language processing (NLP)
- By generating critical insights to enable real-time adverse event detection, predictive risk modeling, and automating signal detection

Accenture has over 2,500 resources supporting its PV offering and processes close to 2 million cases annually. It has PV delivery centers in India, the Czech Republic, Germany, China, Japan, the United States, and Brazil. It has over 20 global PV customers, including pharma, biotech, medtech, and digital health entities. All its PV customers have revenue of over $1 billion. It has built out an offering focusing on inspection readiness and compliance for PV. Accenture is platform agnostic, but through its "PV in a Box" model (a one-stop shop for end-to-end PV services and solutions), it has established deep partnerships with key platform providers to offer clients access to these platforms.

In addition to 25 robotic process automation (RPA) solutions, in the past 6 years, Accenture has offered its cloud-native and modular SynOps platform for PV, which can integrate seamlessly with all major existing safety databases. More than 17 global PV

clients leverage the SynOps Suite of solutions. SynOps has a suite of accelerators including:

- **LitMus,** GenAI-enabled literature screening, content aggregation, and review tool (Accenture reports that it reduces efforts by 20–30%, offering 95% accuracy in drug event identification.)
- **Safety Database Primer**, a GenAI-enabled agnostic tool, enabling the automated extraction and transfer of unstructured data into E2B format to accelerate case intake and triage (Accenture reports a 10–30% increase in case intake efficiency and 20–50% increase in data entry efficiency.)
- **iCRAFT Medical Coding,** multi-dictionary, synonym management system with GenAI-enabled hybrid auto-coding and browsing functionality
- **Document Authoring Platform,** an end-to-end content and life-cycle management tool for safety documents (Accenture reports 50% cost savings.)
- **Accare.AI,** a GenAI-enabled omni-channel platform for medical information call centers (MICC) with automation from trial enrollment and recruitment, patient education, medical information, and product quality complaint intake (Accenture reports a 40% reduction in reporting time.)
- **GenAI-enabled tool for redaction and anonymization**
- **AI-powered Intelligent QC Tool** (reduction in QC efforts)
- **Query Resolver** (chatbot for all process conventions)
- **GenAI-enabled aggregate reporting platform** (fully automates the authoring of periodic safety update report [PSUR]/development safety update report [DSUR])
- **Safety Signal Detection Tool** (early detection of AE leveraging real-world data) using NLP/ML
- **AI-based translation** in intake (caters to 40+ languages designed for PV)
- **SynOps-Optima,** a workflow management tool that verifies prioritization and work allocation

For a top 10 biopharma, Accenture brought its PV consulting, technology, and domain expertise to migrate to Safety One, and optimize processes, aiming to reduce costs by 25–30% for case intake and processing using GenAI. Its SynOps platform transformed the clients' global multivendor operational governance model, enabling real-time monitoring and forward-looking insights.

Accenture has collaborated with its customer to create and deploy an AI Translation Assistant that facilitates the translation of over 60,000 AE reports annually in 26 European languages. Accenture helped a top 10 global biopharma that had acquired another biopharma to transition to another safety database, integrating the two

organizations' patient safety systems, with no impact on deliverables and SLAs. It trained 250 new and 400 existing team members, supported by over 90 SMEs and trainers.

One of Accenture's most complex consulting engagements involved helping a major United States–based biopharma set up an enterprisewide GCC, encompassing IT, quality, clinical, regulatory, and safety. For global patient safety, Accenture leveraged its PV experts to define the business case, recommend the location (Hyderabad, India), and delineate future organization structures. It provided an analysis of skill sets availability in India and outlined a hiring and ramp up and a transition out strategy. It created a business realization framework and helped the chief safety officer develop a business case of $10 million of saving related to PV. It established a center of excellence (COE) and helped with coaching and mentoring and outlined the activation plan. This strategic consulting engagement has a value-based pricing model.

Accenture has supported over 30 regulatory inspections globally in the past 24 months. It conducts over 32 internal audits annually and hosts over 25 client audits annually. It also reports that for its safety services, it had zero critical or major findings in the past 13 years.

Accenture has developed Safety Scan (its own technology vendor analysis report to accelerate decision-making and business transformation in PV), a requirements repository to outline best practices for process development, a PV toolkit (including templates and frameworks and process maps), a safety databases assessment questionnaire and scorecard, and a safety proof-of-concept scenario repository.

Accenture has developed an automated Safety Signal Detection tool, using FAERS data for spontaneous reporting and PubMed for literature review. The platform has four modules enabling retrospective analysis, trend analysis, disproportionality analysis, and comparative analysis. Its signal validation capabilities include no validation, primary validation, and secondary validation. The secondary validation uses GenAI to see whether a similar AE-drug pairing has been identified in literature reviews.

"Accenture developed a GenAI solution for aggregate report writing and for generating risk management plans (RMPs). We had the first demo of the prototype two weeks ago — what I saw was magical. At a click of a button, the tool could generate a 50–60 page report — a full PSUR — 20 sections, in less than a minute, as against 50–55 days when done manually. I asked my team to do everything to make it fail so as to identify every loophole. I gave them the most complex PSUR, did fire testing with constantly changing parameters. But the quality was very good. It was so promising it was beyond my expectations — when I saw this prototype, I was amazed as it represented almost 80% of the final product. In terms of service delivery, Accenture was the only company that delivered on over 80 SLAs consistently over 18 months. They were the best of 20

companies in terms of SLA compliance. Even if you take off some of the business, — they are incredibly professional and that is something that I would like to explicitly call out. Accenture's integrity is really, really up there. Today I am very pleased," said an executive for safety and compliance of a global pharma.

"We have a relationship with Accenture for 15 years. They support the maintenance of Argus SDB and ad hoc reporting. They are absolutely invaluable — their expertise in Argus is amazing. I would happily recommend Accenture to my peers. They are very efficient, know the PV space extremely well, and pride themselves on their service delivery. My peers work with many PV vendors and yet Accenture is their favorite," said a senior executive of a European biopharma.

Challenges

Accenture is seen to be extremely expensive, and contract negotiation and sign-off can be challenging. Having Accenture use a subcontractor could be a difficult exercise because the contractor may not follow the same terms and conditions that have been agreed upon with Accenture. Accenture should do a better job of driving alignment internally as it can be confusing for a customer to navigate the organization. At times, Accenture is seen to have a slight degree of overconfidence and complacence about its own capabilities and needs to be pushed to further improve.

Consider Accenture When

Consider Accenture when seeking a modular cloud-native PV platform (SynOps), with a suite of AI/GenAI-enabled accelerators, deep expertise in PV platform implementation and modernization and in data-led transformation strategies, in PV consulting capabilities, in business transformation strategy, in establishing Global Captive Centers, in quality management services for the medtech industry, and in providing regulatory guidance and audit and inspection readiness solutions.

APPENDIX

Reading an IDC MarketScape Graph

For the purposes of this analysis, IDC divided potential key measures for success into two primary categories: capabilities and strategies.

Positioning on the y-axis reflects the vendor's current capabilities and menu of services and how well aligned the vendor is to customer needs. The capabilities category focuses on the capabilities of the company and product today, here and now. Under this category, IDC analysts will look at how well a vendor is building/delivering capabilities that enable it to execute its chosen strategy in the market.

Positioning on the x-axis, or strategies axis, indicates how well the vendor's future strategy aligns with what customers will require in three to five years. The strategies category focuses on high-level decisions and underlying assumptions about offerings, customer segments, and business and go-to-market plans for the next three to five years002E

The size of the individual vendor markers in the IDC MarketScape represents the market share of each individual vendor within the specific market segment being assessed.

IDC MarketScape Methodology

IDC MarketScape criteria selection, weightings, and vendor scores represent well-researched IDC judgment about the market and specific vendors. IDC analysts tailor the range of standard characteristics by which vendors are measured through structured discussions, surveys, and interviews with market leaders, participants, and end users. Market weightings are based on user interviews, buyer surveys, and the input of IDC experts in each market. IDC analysts base individual vendor scores, and ultimately vendor positions on the IDC MarketScape, on detailed surveys and interviews with the vendors, publicly available information, and end-user experiences in an effort to provide an accurate and consistent assessment of each vendor's characteristics, behavior, and capability.

Market Definition

For the purposes of this study, IDC follows the FDA definition of PV, namely, "PV is the science and activities relating to the detection, assessment, understanding, and prevention of adverse effects or any other drug-related problems."

PV solutions within this IDC MarketScape are defined broadly as:

- The solution includes PV-specific technology solutions and consulting capabilities.
- The PV solution will encompass the capability of the technology solutions provided and will consider how vendors advise their customers on implementing a PV strategy.
- From a technology perspective, the PV solution would include the provision of a PV platform, and/or related automation solutions, and the use of RPA, AI/ML, NLP, NLG, OCR, computer vision, and so forth to automate case intake, case processing, signal management, narrative writing, aggregate reporting, and so forth, as well as PV technology implementation, data migrations and integration, and so forth.

- From a consulting perspective, the PV solution will encompass high-level management consulting and advisory services, including business value case development, business process transformation, PV vendor selection and oversight strategy, development of SOPs, PV organizational redesign and change management, global PV implementation strategy, PV regulatory strategy, inputs into the development of risk management plans, and PVAs.

Market Analysis

Slowly, but surely, the PV landscape is changing. There is a shift from treating PV as a cost center to considering it to be a value driver, to proactivity instead of reactivity, from manual activities and RPA to more of GenAI and agents, from focusing only on clinical trial data to increasingly evaluating both clinical trial and real-world data (RWD), and from reactive responses (responding to adverse events that have already happened) to proactive measures, identifying signals, to determine potential risk in advance and preempt undesired outcomes, and leveraging AI and analytics to inform upstream target selection and validation processes.

Sedgwick, a product recall provider, has reported that class I pharmaceutical product recalls (the most serious category) increased to 14 in 1Q25 from six in 4Q24. There needs to be an increased emphasis on ensuring drug safety and on getting it right the first time. The need to embed a precision PV strategy across the life cycle of a medicinal product, to embed a safety-by-design strategy into product development, is becoming the reality of today.

The prevailing geopolitical scenario, the potential impact of tariffs, the "most favored nation" drug price executive order, and more, have all put immense pressure on pharma to cut costs and scale efficiencies. "Automation everywhere" is becoming a reality for pharmacovigilance. From automated case intake, case triaging, and case processing to translations, causality assessments, to PV report generation and signal detection, AI is everywhere.

To date, too many people have suffered as a result of the side effects of drugs. Drugs are meant to help us, not harm us, and the life sciences industry is hell bent on setting this right. Technology is offering immense promise in driving precision PV strategies, generating real-time insights to detect safety signals, prevent serious adverse events, and improve clinical outcomes and in enabling the industry to embed safety-by-design strategies through effective feedback loops providing critical data insights into the design of experiments (DoE) to design drugs with improved benefit-risk profiles.

LEARN MORE

Related Research

- *The Technology Impact of the New Trump Administration, 2025: Life Sciences, Medtech Companies, Healthcare Providers, and Healthcare Payers* (IDC #US53552525, June 2025)
- *IDC MaturityScape Benchmark: AI-Fueled Life Sciences Organization Worldwide, 2025* (IDC #US53345625, May 2025)
- *Worldwide GenAI Industry Use Case Early Adoption Trends, 2025: Life Sciences* (IDC #US53317424, April 2025)
- *How AI and GenAI Are Redefining the Life Sciences Industry* (IDC #US53163925, February 2025)
- *IDC MarketScape: Worldwide Life Science R&D Pharmacovigilance Solutions 2022 Vendor Assessment* (IDC #US48061622, December 2022)

Synopsis

This IDC study focuses on a combination of PV technology solutions and consulting services. This IDC MarketScape provides a qualitative and quantitative assessment based on criteria that should be important to life sciences companies when considering the selection of a strategic PV solution provider to help provide guidance for strategic, operational, and tactical transformation issues within the PV space, as well as technology platforms and build capabilities. This is the third time that an IDC MarketScape assessment of PV solutions for life sciences R&D has been performed.

Dr. Nimita Limaye, research VP, Life Sciences R&D Strategy and Technology at IDC, noted, "Slowly but surely, the transition is happening. Pharmacovigilance is gradually beginning to be seen as a value driver rather than a cost center, with tech as the game changer, fueling precision PV strategies. From automated case intake to rapid signal detection, automation and AI are being embedded across the PV value chain. Ensuring transparency will be key toward building trust, scaling adoption, and driving patient safety."

ABOUT IDC

International Data Corporation (IDC) is the premier global provider of market intelligence, advisory services, and events for the information technology, telecommunications, and consumer technology markets. With more than 1,300 analysts worldwide, IDC offers global, regional, and local expertise on technology, IT benchmarking and sourcing, and industry opportunities and trends in over 110 countries. IDC's analysis and insight helps IT professionals, business executives, and the investment community to make fact-based technology decisions and to achieve their key business objectives. Founded in 1964, IDC is a wholly owned subsidiary of International Data Group (IDG, Inc.).

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