



# 付费试点工作说明书与订单确认单

## Paid Pilot Statement of Work & Order Form

|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            |                                                                                                 |
|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------|
| 文件编号 / Document reference                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  | OD-SOW-[YYYYY]-[CLIENT]-[SEQ]                                                                   |
| 采购方 / Customer                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             | [法定名称、注册地与地址 / Legal name, jurisdiction and address]                                            |
| 服务方 / Provider                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             | [签署前填写正确法律主体、注册地与地址 / Complete correct legal entity, jurisdiction and address before signature] |
| 业务联系人 / Business contact                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   | Steven Li · stevenyiqingli@foxmail.com                                                          |
| 关联提案 / Related proposal                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    | r738 提案编号与日期 / r738 proposal reference and date: _____                                          |
| 文档版本 / Revision                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            | 2026-09-01.739                                                                                  |
| 拟议生效日 / Proposed effective date                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            | [双方授权代表最后签署之日或另行书面日期 / Last authorized signature date or another written date]                  |
| <p>签署前必须完成 / Complete before signature</p> <p>本模板不是法律、税务、财务或医疗意见。所有方括号、空白、复选框和引用文件必须完成、核验或删除；价格、税费、开票主体、付款账户、适用条款、责任、保密、数据保护、适用法律和争议解决须由双方授权代表及专业顾问确认。金额待财务最终确认。</p> <p>This template is not legal, tax, financial or medical advice. Complete, verify or remove every bracket, blank, checkbox and referenced document. Authorized representatives and professional advisers must confirm price, tax, invoicing entity, payment account, applicable terms, liability, confidentiality, data protection, governing law and dispute resolution. Amounts remain subject to final financial confirmation.</p> |                                                                                                 |

完成 r737 范围包 → 核对 r738 提案 → 完成本文件 → 双方授权签署 → 收到开工条件后启动

Complete r737 → review r738 → complete this form → authorized signatures → start only after all commencement conditions

## 1. 订单摘要与适用文件

### 1. Order summary and governing documents

|                                                                                                                                                                                                                                                                                                                                                                                                          |                                                                                                                                                                                                                                                                                                                                                      |
|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| 试点名称 / Pilot name                                                                                                                                                                                                                                                                                                                                                                                        | [ ]                                                                                                                                                                                                                                                                                                                                                  |
| 采购方业务目标 / Customer objective                                                                                                                                                                                                                                                                                                                                                                             | [用一条可验收的业务目标描述，不写医疗结果保证 / One acceptance-oriented business objective; no promised medical outcome]                                                                                                                                                                                                                                                   |
| 选定服务 / Selected service                                                                                                                                                                                                                                                                                                                                                                                  | <input type="checkbox"/> 药品证据数据 <input type="checkbox"/> 来源变化维护 <input type="checkbox"/> 嵌入与无障碍评估 <input type="checkbox"/> 其他书面范围<br><input type="checkbox"/> Medicine evidence data <input type="checkbox"/> Source-change maintenance <input type="checkbox"/> Embedding and accessibility assessment <input type="checkbox"/> Other written scope |
| 适用文件顺序 / Order of precedence                                                                                                                                                                                                                                                                                                                                                                             | [主协议/条款] → 本工作说明书/订单确认单 → 已签署变更单 → r738 提案 → r737 范围包。冲突顺序须经双方确认。<br>[Master agreement/terms] → this SOW/order form → signed change orders → r738 proposal → r737 scope pack. Both parties must confirm precedence.                                                                                                                                  |
| 不并入的材料 / Materials not incorporated                                                                                                                                                                                                                                                                                                                                                                      | 公开网页、营销材料、演示、聊天、未签署草稿与口头陈述，除非本文件明确引用。<br>Public pages, marketing, demos, chats, unsigned drafts and oral statements unless expressly incorporated here.                                                                                                                                                                                              |
| <b>服务身份 / Service identity</b><br>本试点提供机构级公开药品证据、来源维护、结构化数据或无障碍呈现服务；不销售药品，不处理处方，不提供患者诊疗、个人剂量、停换药、联合用药或真伪结论。<br>The pilot provides institution-level public medicine evidence, source maintenance, structured data or accessible presentation. It does not sell medicines, process prescriptions or provide patient care, individual dosing, stopping/switching, combination or authenticity conclusions. |                                                                                                                                                                                                                                                                                                                                                      |

## 2. 锁定范围与明确排除

### 2. Locked scope and explicit exclusions

|                               |                                                                                                                                                          |
|-------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------|
| 药品身份 / Medicine identities    | [逐行列出品牌、通用名、市场、剂型、规格与包装 / List brand, generic, market, form, strength and pack by row]                                                                   |
| 市场与语言 / Markets and languages | [ ]                                                                                                                                                      |
| 交付字段 / Delivery fields        | [产品身份、现行官方说明书、规格包装、机制、药物警戒、来源、复核日期、版本等 / Identity, current official labels, presentations, mechanism, pharmacovigilance, sources, review date, revision] |

|                            |                                                                                                                                                                                 |
|----------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| 允许来源 / Permitted sources   | [监管机构、官方标签、公开产品数据库及书面允许来源 / Regulators, official labels, public product databases and sources approved in writing]                                                              |
| 明确排除 / Explicit exclusions | [未纳入市场、字段、历史版本、图像授权、临床判断、患者数据、实时预警及无法核验项 / Excluded markets, fields, historical versions, image rights, clinical judgment, patient data, real-time alerts and unresolved items] |
| 范围附件 / Scope attachment    | [附件编号、版本、日期、页数与 SHA-256 ( 如使用 ) / Attachment reference, revision, date, pages and SHA-256 if used]                                                                              |

### 3. 交付物、里程碑与负责人

### 3. Deliverables, milestones and owners

| 交付物<br>Deliverable                | 格式/版本<br>Format/revision                                                       | 数量/范围<br>Quantity/scope | 到期<br>Due | 验收人<br>Reviewer | 状态<br>Status |
|-----------------------------------|--------------------------------------------------------------------------------|-------------------------|-----------|-----------------|--------------|
| [ ]                               | [ ]                                                                            | [ ]                     | [ ]       | [ ]             | □            |
| [ ]                               | [ ]                                                                            | [ ]                     | [ ]       | [ ]             | □            |
| [ ]                               | [ ]                                                                            | [ ]                     | [ ]       | [ ]             | □            |
| [ ]                               | [ ]                                                                            | [ ]                     | [ ]       | [ ]             | □            |
| [ ]                               | [ ]                                                                            | [ ]                     | [ ]       | [ ]             | □            |
| [ ]                               | [ ]                                                                            | [ ]                     | [ ]       | [ ]             | □            |
| [ ]                               | [ ]                                                                            | [ ]                     | [ ]       | [ ]             | □            |
| 采购方负责人 / Customer owner           | 姓名、职务、工作邮箱 / Name, role, work email:<br>_____                                  |                         |           |                 |              |
| OriginDrug 负责人 / OriginDrug owner | Steven Li · stevenyiqingli@foxmail.com                                         |                         |           |                 |              |
| 项目节奏 / Working cadence            | [状态频率、会议、记录位置与升级路径 / Status cadence, meetings, record location and escalation] |                         |           |                 |              |

|                                |                                                                                                                                                                                                                                  |
|--------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| 开工条件 / Commencement conditions | <p>双方签署；正确开票/付款信息确认；约定首款到账或书面豁免；范围附件可访问；联系人就位。</p> <p>Authorized signatures; invoicing/payment information confirmed; agreed initial payment received or waived in writing; scope attachments accessible; contacts assigned.</p> |
|--------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|

## 4. 验收、修正与关闭

### 4. Acceptance, correction and closure

|                                                                                                                                                                                                                                                                                                                                       |                                                                                                                                                                                          |
|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| 验收标准 / Acceptance criteria                                                                                                                                                                                                                                                                                                            | [逐项对应交付物：字段完整、来源可追溯、异常单列、版本一致、约定无障碍与格式检查 / Map to each deliverable: field completeness, traceability, explicit exceptions, revision consistency, agreed accessibility and format checks] |
| 验收窗口 / Review window                                                                                                                                                                                                                                                                                                                  | [收到交付物后 ____ 个工作日 / ____ business days after receipt]                                                                                                                                    |
| 反馈方式 / Feedback method                                                                                                                                                                                                                                                                                                                | [一个合并问题清单、指定负责人和严重级别 / One consolidated findings list, named owner and severity]                                                                                                         |
| 修正轮次 / Correction rounds                                                                                                                                                                                                                                                                                                              | [ ]；只处理约定范围内未满足的验收项 / [ ]; limited to unmet acceptance items within agreed scope                                                                                                         |
| 视为验收 / Deemed acceptance                                                                                                                                                                                                                                                                                                              | [如适用，须经双方明确法律审查；否则删除 / If applicable, requires explicit legal review by both parties; otherwise delete]                                                                                  |
| 关闭证据 / Closure evidence                                                                                                                                                                                                                                                                                                               | [签字验收单、完成邮件或双方约定记录 / Signed acceptance, completion email or agreed record]                                                                                                               |
| <p>不作为验收标准 / Not acceptance criteria</p> <p>营销效果、患者结局、搜索排名、销售额、节省金额、实时药物警戒、临床建议或任何未写入范围的结果，均不自动成为验收标准。</p> <p>Marketing performance, patient outcomes, search ranking, revenue, savings, real-time pharmacovigilance, clinical advice or any result not written into scope does not automatically become an acceptance criterion.</p> |                                                                                                                                                                                          |

## 5. 费用、税费、开票与付款

### 5. Fees, taxes, invoicing and payment

| 费用项目<br>Fee item        | 计费基础<br>Basis | 金额<br>Amount | 税费<br>Tax | 付款节点<br>Payment milestone |
|-------------------------|---------------|--------------|-----------|---------------------------|
| 固定试点费 / Fixed pilot fee | [ ]           | [ ]          | [ ]       | [ ]                       |

|                                                                                                                                                                                                                                                                                                                                                        |                                                                                                                                |                          |                          |                          |
|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------|--------------------------|--------------------------|--------------------------|
| 可选工作 / Optional work                                                                                                                                                                                                                                                                                                                                   | <input type="checkbox"/>                                                                                                       | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| 经批准费用 / Approved expenses                                                                                                                                                                                                                                                                                                                              | <input type="checkbox"/>                                                                                                       | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| 合计 / Total                                                                                                                                                                                                                                                                                                                                             | <input type="checkbox"/>                                                                                                       | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| 币种 / Currency                                                                                                                                                                                                                                                                                                                                          | <input type="checkbox"/>                                                                                                       |                          |                          |                          |
| 开票主体与税号 / Invoicing entity and tax ID                                                                                                                                                                                                                                                                                                                  | [签署前由财务核验 / Finance to verify before signature]                                                                                |                          |                          |                          |
| 付款账户 / Payment account                                                                                                                                                                                                                                                                                                                                 | [不得从公开模板复制；仅使用经独立核验的正式付款通知 / Never copy from a public template; use only an independently verified formal payment instruction] |                          |                          |                          |
| 付款期限 / Payment term                                                                                                                                                                                                                                                                                                                                    | [发票日期后 ____ 日 / ____ days from invoice date]                                                                                   |                          |                          |                          |
| 逾期、扣缴与汇费 / Late payment, withholding and bank charges                                                                                                                                                                                                                                                                                                  | [由双方财务与法务书面确认 / Finance and legal confirmation required]                                                                       |                          |                          |                          |
| 报价有效期 / Quote validity                                                                                                                                                                                                                                                                                                                                 | <input type="checkbox"/>                                                                                                       |                          |                          |                          |
| <b>财务安全 / Finance safety</b><br>金额待财务最终确认。本公开模板不展示银行账户、不收集付款卡信息，也不自动续费。任何付款指示变更须通过双方已知联系人独立回拨核验。<br>Amounts remain subject to final financial confirmation. This public template contains no bank account, collects no payment-card data and creates no automatic renewal. Independently verify any payment-instruction change through known contacts. |                                                                                                                                |                          |                          |                          |

## 6. 变更、暂停、终止与续期

## 6. Change, suspension, termination and renewal

|                    |                                                                                                                                                                                             |
|--------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| 变更单 / Change order | 新增药品、市场、语言、字段、来源、格式、审核、日期或支持须由双方书面确认对范围、费用和时间的影响。<br>New medicines, markets, languages, fields, sources, formats, review, dates or support require written scope, fee and timeline impacts. |
| 暂停 / Suspension    | [安全、法律、付款、来源不可用或双方约定条件 / Safety, legal, payment, source unavailability or agreed conditions]                                                                                                |
| 终止 / Termination   | [便利终止、违约补救期、已完成工作与应付费用 / Convenience termination, cure period, completed work and amounts due]                                                                                              |

|                          |                                                                                                                                                                     |
|--------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| 终止后处理 / Post-termination | [交付、访问、删除、保留、未决费用与许可 / Delivery, access, deletion, retention, open fees and licence]                                                                                |
| 续期 / Renewal             | 试点在验收或终止时结束；没有自动续费。任何维护服务须另行书面签署。<br>The pilot ends on acceptance or termination. There is no automatic renewal; maintenance requires a separate written agreement. |

## 7. 数据、安全、医学与编辑独立性

## 7. Data, safety, medical and editorial independence

|                               |                                                                                                                                                                                                  |
|-------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| 允许数据 / Permitted data         | 机构名称、工作邮箱、公开官网、产品范围、市场、语言、业务字段、验收与项目记录。<br>Organization name, work email, public website, product scope, markets, languages, business fields, acceptance and project records.                    |
| 禁止提交 / Do not submit          | 患者姓名、个人用药清单、处方、病历、药盒照片、身份证件、支付卡或其他健康/身份数据。<br>Patient names, person-linked medicine lists, prescriptions, records, pack photos, identity documents, payment cards or other health/identity data. |
| 安全事件 / Security incident      | [联系人、通知路径、时间与处置边界 / Contacts, notification path, timing and response boundary]                                                                                                                   |
| 来源与权利 / Sources and rights    | 公开可访问不等于可自由转载；逐项确认来源许可、版权、商标、产品图像和目标市场要求。<br>Public access does not grant republication rights; confirm source permission, copyright, trademark, product images and target-market requirements.  |
| 编辑独立 / Editorial independence | 商业合作不能购买或改变公开药品档案的排序、来源标准、证据缺口或编辑结论。<br>Commercial work cannot buy or alter public rankings, source standards, evidence gaps or editorial conclusions.                                           |

## 8. 许可、支持与责任文件

## 8. Licence, support and legal schedules

|                      |                                                                                                                                                                                                                                                                                                                                                                                  |
|----------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| 允许使用 / Permitted use | <input type="checkbox"/> 内部评估 <input type="checkbox"/> 内部业务使用 <input type="checkbox"/> 公开展示 <input type="checkbox"/> API/嵌入 <input type="checkbox"/> 其他书面使用<br><input type="checkbox"/> Internal evaluation <input type="checkbox"/> Internal business use <input type="checkbox"/> Public display <input type="checkbox"/> API/embed <input type="checkbox"/> Other written use |
|----------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|

|                                                       |                                                                                                                                                                                                       |
|-------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| 地域、期限与用户 / Territory, term and users                  | [ ]                                                                                                                                                                                                   |
| 署名、版本与来源显示 / Attribution, revision and source display | [ ]                                                                                                                                                                                                   |
| 支持 / Support                                          | [渠道、时区、工作日、严重级别与升级；无书面约定则无 SLA / Channels, time zone, business days, severity and escalation; no SLA without writing]                                                                                 |
| 适用主协议/条款 / Applicable master terms                    | [文件名、版本、日期与链接/附件 / Name, revision, date and link/attachment]                                                                                                                                          |
| 需单独审查的条款 / Clauses requiring separate review          | <p>保密、数据保护、知识产权、保证、赔偿、责任限制、保险、审计、出口、适用法律与争议解决。</p> <p>Confidentiality, data protection, IP, warranties, indemnity, liability cap, insurance, audit, export, governing law and dispute resolution.</p> |

## 9. 开工检查与授权签署

## 9. Commencement checklist and authorized signatures

|                                                                           |                          |
|---------------------------------------------------------------------------|--------------------------|
| r737 范围包完成 / r737 scope pack complete                                     | <input type="checkbox"/> |
| r738 提案完成评审 / r738 proposal reviewed                                      | <input type="checkbox"/> |
| 范围附件、验收、里程碑和负责人锁定 / Scope, acceptance, milestones and owners locked       | <input type="checkbox"/> |
| 价格、税费、开票与付款经财务确认 / Price, tax, invoicing and payment confirmed by finance | <input type="checkbox"/> |
| 适用条款和风险条款经法务确认 / Applicable and risk terms confirmed by legal             | <input type="checkbox"/> |

|                                                                                                        |                                    |
|--------------------------------------------------------------------------------------------------------|------------------------------------|
| 不含患者、处方、病历、药盒照片、证件或支付卡数据 / No patient, prescription, record, pack-photo, identity or payment-card data | <input type="checkbox"/>           |
| 双方授权代表已签署 / Authorized representatives signed                                                          | <input type="checkbox"/>           |
| 约定开工条件已满足 / Agreed commencement conditions satisfied                                                   | <input type="checkbox"/>           |
| <b>采购方 / Customer</b>                                                                                  | <b>服务方 / Provider</b>              |
| 法定名称 / Legal name: _____                                                                               | 法定名称 / Legal name: _____           |
| 授权签字 / Authorized signature: _____                                                                     | 授权签字 / Authorized signature: _____ |
| 姓名及职务 / Name and title: _____                                                                          | 姓名及职务 / Name and title: _____      |
| 日期 / Date: _____                                                                                       | 日期 / Date: _____                   |

公开联系 / Public contact: Steven Li · [stevenyiqingli@foxmail.com](mailto:stevenyiqingli@foxmail.com)