

# 867 DATA FOR DETAILED SALES REPORTING

ValueCentric collects, processes, and presents your Detailed Sales Reporting (867) data files, providing sales information between distribution centers and outlet locations for use in business reporting and analytics. The ValueTrak platform helps improve sales and marketing effectiveness with 100% visibility of sales and returns into all classes of trade including retail, hospitals, and clinics.



## COMPREHENSIVE SALES REPORTING:

Stay apprised of product sales from distribution centers into outlet locations (pharmacies, hospitals, clinics, etc.), develop trends around seasonality, and prepare for variations in demand and returns throughout the product lifecycle.

- Measure the effectiveness of sales and marketing spend across custom territories and regions.



## MASTER DATA MANAGEMENT:

ValueCentric consolidates all reported outlet locations, maintains chain assignments and acquisitions, and associates multiple industry identifiers to provide consistent reporting across your end customers.

- Gain a clear view of cleansed and consolidated sales at the outlet or entity level.
- Bridge data to OneKey, integrating downstream purchasing behavior with sales targeting and customer segmentation activities.



## SUPPORT CRITICAL FINANCIAL REPORTING:

Leverage 867 sales data to assess the effectiveness of your sales force and award performance compensation. Integrate account ownership and/or zip-to-territory alignments to measure sales performance and drive increased sales in specific markets.

- Assess manufacturer exposure to 340B program.
- Analyze government and commercial contracting activity to support Gross-to-Net report processes.



## ENHANCED SERVICES: ADD-ON MODULES:

Improve the effectiveness of your 867 data by utilizing our add-on modules.

- Market Visibility – Gain a complete view of end customer activity by reporting estimated store level sales when actual data is not available.
- Class of Trade – Conduct product performance reporting by outlet type, enabling ease of reporting on complex 867 data sets.
- Integrate 867 with IQVIA DDD deliverables to enrich downstream visibility.

## KEY BUSINESS BENEFITS



Identify and differentiate 340B activity in downstream data.



Compare the effectiveness of sales forces within unique territory alignments.



Improve forecasting accuracy throughout the pipeline.



Make comparisons across outlet categories such as pharmacies, hospitals, clinics, etc.



Obtain complete visibility into downstream customer sales.



Gain a complete view of sales into outlets including those traditionally blinded.

## VALUETRAK PLATFORM PROVIDES



STREAMLINE YOUR DATA MANAGEMENT PROCESS



CLOUD-BASED PLATFORM



REPORT BUILDER AND VALUETRAK BUSINESS INTELLIGENCE

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