SOLUTIONS
FOR MEDICAL PRODUCT MANUFACTURERS

AT A GLANCE:

Sales Tracing and Commission Reporting
Trace and analyze end-location (867) sales to substantiate sales commissions and align sales strategies with internal sales force hierarchies

Master Data Management
ValueTrak takes in any data source (EDI, CSV etc...) and cleanses, normalizes, consolidates and enriches it to create master location entities that allow for clear, accurate reporting

Rebate Validation
Review and validate rebate claims against actual sales, contract pricing, unit of measure and other potential variances to minimize loss and maximize revenue

GPO and Admin Fee Reporting
Accurate and reliable maintenance of Group Purchasing Organization contracts and membership eligibility lists for trace reporting or admin fee contractual requirements

Sales and Inventory Reporting
View detailed channel activity (inventory and sales out) at the distribution center level. Manage days on hand to mitigate risk of potential stock-outs
Sales Tracing and Commission Reporting:
ValueCentric’s ValueTrak platform empowers you to stay apprised of product sales to end customers and monitor demand trends. Maximize the effectiveness of your sales force and ensure accurate sales compensation with commission reporting.

- Integrate with established sales territories and account ownership information
- Leverage data to improve sales efforts, marketing initiatives and financial planning
- Receive timely, accurate information with minimal data lag
- Save valuable time on data collection and analysis

Master Data Management:
ValueCentric’s Foundational Master Data Management cleanses, normalizes and integrates data into a unified view. Leverage Enhanced Master Data Management to build a multi-dimensional view of business opportunities based on ValueCentric’s extensive library of outlet location attributes.

- Incorporate hundreds of unique targeting metrics including: admission rates, bed counts, procedural volumes, department information, key contact names and financial information
- Utilize parent/child hierarchies that link purchase and corporate relationships to GPOs, IDNs and other chain lineage
Rebate Validation:
ValueCentric manages trace and rebate data on behalf of our customers. Save precious administrative resources by leveraging ValueCentric’s Rebate Manager to review claims for potential denials or resubmissions.

- Review and validate rebate claims, minimizing potential leakage and unwarranted overpayments
- Maximize the effectiveness of internal administrative resources by streamlining rebate processing
- Provide clear, timely reporting to distributors to expedite the rebate claim/payment process

GPO and Admin Fee Reporting:
Managing GPO contracts and member eligibility is a time consuming task. ValueCentric performs the necessary cleansing and cross referencing of GPO rosters on our customers’ behalf.

- GPO administrative fee reporting is provided based on reported sales volumes (867) and contract utilization (facility master/pricing) for submissions to GPOs
- Gain confidence that accurate fees are reported and validated for all GPO members

Sales and Inventory Reporting:
Improve financial projections, reduce inventory costs, and enhance customer service levels through effective inventory management. ValueCentric sales and inventory reporting provides a timely and accurate picture of distribution center activity.

- Reduce the threat of potential stock-outs and minimize the risk of future returns through proactive inventory management
- Monitor product activity according to distributor, individual distribution center, product group, or product to manage your supply chain with greater agility

SALES TRACINGS REPORTS
Monitor product sales to maximize the effectiveness of your sales force and to ensure accurate sales compensation. Report on custom regions and/or granular sales territories.

GPO ADMIN FEE TRENDING
Trend or compare GPO activity over custom time periods. ValueCentric provides GPO administrative fee reporting based on reported sales volumes and contract utilization.
COLLECT → MANAGE → PRESENT

EMAIL ATTACHMENTS

MANUFACTURER DATA

GPO ROSTERS

3RD PARTY DATA

SALES COMMISSION REPORTS

TRENDS

GPO ADMIN FEE REPORTS

REBATE VALUATION

SCORECARDING

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