

# SOLUTIONS

## FOR PHARMACEUTICAL MANUFACTURERS



## AT A GLANCE:

### Sales & Inventory Reporting

Optimize product distribution via automated monitoring of channel activity - with customizable reporting, alerts, scorecarding, and dashboards.

### Detailed Sales Reporting

Improve sales and marketing effectiveness with 100% visibility of sales and returns into all classes of trade including retail, hospitals, and clinics.

### PharmacyView

Maximize access to your product: decile and segment pharmacies to create stocking/sales strategies. Track store-level sales, inventory, and Rx performance.

### Order Management

Streamline management of wholesale orders by evaluating at the line or order level based on key channel metrics; allocate products based on available DC inventories.

### Chargeback & Reversal Validation

Identify and minimize potential revenue leakage from commercial and 340B contracts through automated reconciliation of chargebacks and reversals against sales and returns data.

### Specialty Services

Contract guidance and launch strategy consulting; data aggregation services supported by MDM to monitor specialty providers, track patient journey, and assess product performance.

# KEY BUSINESS BENEFITS



Streamline data management processes; reduce in-house resource burden and costs



Monitor channel activity; minimize stock outs and returns to drive increased revenue



Product launch services supported by actual, real time data



Retail insights with 100% visibility – sales, inventory, deciling, returns forecasting



Integrate ValueTrak with your existing business intelligence tools and ERP systems



Cleanse and consolidate your data with ValueTrak Master Data Management services

## What is VALUETRAK?

REAL-TIME   
Cloud-Based Data Analytics Platform



DATA  
VISUALIZATION

Dynamically connect **ValueTrak** data to any tool

MASTER DATA  
MANAGEMENT



Integrated **Data Collection, Cleansing and Management**

Manage **Trading Partner**  
data relationships



Complete universe of  
**DCs and Outlets**



**24/7** SECURE ACCESS  
SOC1/SSAE16 compliant

## Sales & Inventory Reporting (852):

Monitor channel activity to ensure optimal product placement and create custom alerts to track key performance metrics, driving increased revenue while minimizing stock outs and returns.

- Track metrics such as days on hand, data quality, and service levels
- Scorecard wholesaler performance and validate payments
- Improve forecasting accuracy by trending wholesaler inventory and sales

## Detailed Sales Reporting (867):

Leverage 867 sales data to assess the effectiveness of your sales force and drive increased activity in specific markets. Track product sales from distribution centers into end customer locations, and evaluate trends by region and class of trade.

- **Add Market Visibility** module to get a complete view of retail activity with estimated store level sales when actual data is not available
- **Add Class of Trade** module to further enhance product performance reporting by outlet type, using either ValueTrak standard, or custom classes of trade

## PharmacyView:

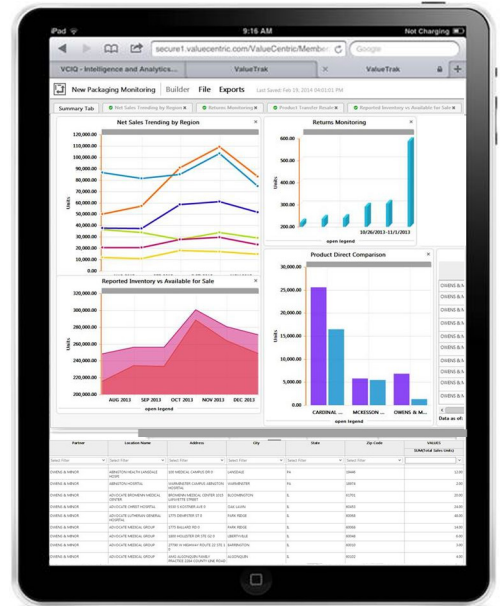
Maximize your product's potential: identify and prioritize your greatest opportunities, mitigate unnecessary risks, and obtain a complete view of downstream sales.

- Execute targeted launches with prescription, inventory, and sales data
- Forecast and track returns, minimizing loss and improving financial accuracy
- Leverage copay utilization patterns to explore patient and insurance payment dynamics

## Order Management:

ValueCentric's Order Management module automatically holds EDI 850 orders outside your custom defined thresholds and generates order recommendations for review. All order actions are traceable and available for audits on demand.

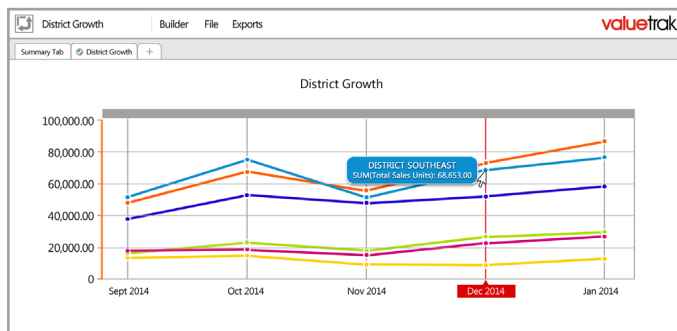
- Define custom parameters to allow for auto-fulfillment of orders
- Compare order requests against channel metrics to optimize allocation of product



**ValueTrak SalesProfessional**  
Available for on-the-go reporting



**852 SERVICE LEVELS**



**867 SALES BY REGION**

## Chargeback & Reversal Validation:

ValueTrak reconciles chargebacks and reversals (844/867) against actual sales and returns data, identifying revenue recovery opportunities and allowing you to pinpoint issues quickly with reduced administrative efforts.

- Complements any Contract Management System by highlighting discrepancies between chargebacks/reversals and sales/returns
- Identifies lost revenue from commercial and/or government contracts
- Assists in verification and validation of 340B HRSA eligibility

## Specialty Services:

ValueCentric provides an end-to-end solution to harness the value of specialty data: contracting strategy and KPI identification, specialty provider onboarding/management, data aggregation/integration, and advanced analytics/reporting.

- Monitor specialty channel performance and patient journey, optimizing access for your product
- Track metrics such as: Time-to-Fill, Medication Possession Ratio, Gap days, Time on Therapy, Persistency, Patients Missing Shipments, and Duration of Prior Authorization

COLLECT → PROCESS → PRESENT



Explore the full capabilities of the **ValueTrak Platform**.

Schedule a free demo today by contacting:

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valuecentric



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