

# DISTRIBUTOR SCORECARDING

## AT A GLANCE:

### AUTOMATE CALCULATIONS & PAYMENTS

Monitor & report distributor performance measures versus contracted service levels. Determine payments while preserving the ability to override substandard performance for varying business conditions.

### CUSTOM MEASUREMENTS BY DISTRIBUTOR OR PRODUCT

Define performance parameters for each distributor and/or product combination. Once set up, Scorecards automatically refresh for monitoring and payment calculations.

### MONITOR & SHARE PERFORMANCE

Shareable Excel workbooks provide distributors with up-to-the-minute assessments of performance allowing manufacturers to monitor performance and distributors to 'course correct' when possible.

### DETAILED AUDIT TRAIL

Performance & payment adjustments are made in the application with a full audit trail, including the memorialization of all modifications. Built in "lock" functionality preserves their final state.

## EASY SET-UP

Define parameters for basis point and payment calculations, and color coded tiers for all of your custom metrics

## RAPID ANALYSIS

Metric	Business Unit	Product/Group	Actual Metric	Perf Tier	Pre-Adj BP	Final BP	Reason	Gross Sales	Opp	Final	Details
Service Level	MCKESSON CORP	Claratonin 10MG	54.8	C	0	0		\$0	\$0	\$0	
Service Level	MCKESSON CORP	Claratonin 20MG	99.99	A	57	57		\$0	\$0	\$0	
Service Level	MCKESSON CORP	Claratonin 5MG	99.05	A	57	57		\$0	\$0	\$0	
Service Level	MCKESSON CORP	Claratonin 40MG	99.05	A	57	57		\$0	\$0	\$0	
Service Level	MCKESSON CORP	Claratonin 10MG	99.05	A	57	57		\$0	\$0	\$0	
Service Level	MCKESSON CORP	Claratonin 20 MG	99.02	A	57	57		\$0	\$0	\$0	
Service Level	MCKESSON CORP	Claratonin 15 MG	100	A	57	57		\$0	\$0	\$0	
Service Level	MCKESSON CORP	Claratonin 20MG	99.97	A	57	57		\$0	\$0	\$0	
Service Level	MCKESSON CORP	Claratonin 10MG	99.47	A	57	57		\$0	\$0	\$0	
Service Level	MCKESSON CORP	Claratonin 20MG	99.61	A	57	57		\$0	\$0	\$0	
Service Level	MCKESSON CORP	Claratonin 5MG	99.58	A	57	57		\$0	\$0	\$0	
Service Level	MCKESSON CORP	Claratonin 40MG	99.61	A	57	57		\$0	\$0	\$0	
DOH	MCKESSON CORP	Claratonin 10MG	3	B	10	8		\$0	\$0	\$0	
DOH	MCKESSON CORP	Claratonin 20MG	4	C	8	5		\$0	\$0	\$0	
DOH	MCKESSON CORP	Claratonin 5MG	3	B	10	8		\$0	\$0	\$0	
DOH	MCKESSON CORP	Claratonin 40MG	3	B	10	8		\$0	\$0	\$0	
DOH	MCKESSON CORP	Claratonin 10MG	0	D	0	0		\$0	\$0	\$0	
DOH	MCKESSON CORP	Claratonin 20MG	0	D	0	0		\$0	\$0	\$0	
Stable Purchases	MCKESSON CORP	Claratonin 5MG	0	D	0	0		\$0	\$0	\$0	
Stable Purchases	MCKESSON CORP	Claratonin 40MG	0	D	0	0		\$0	\$0	\$0	
Stable Purchases	MCKESSON CORP	Claratonin 10MG	2	A	10	10		\$0	\$0	\$0	
Stable Purchases	MCKESSON CORP	Claratonin 20MG	1	A	10	10		\$0	\$0	\$0	
Stable Purchases	MCKESSON CORP	Claratonin 5MG	1	A	10	10		\$0	\$0	\$0	

Easily visualize Distributor Partner performance with conditional formatting, filtering, and adjustment capabilities all in the same screen

## KEY BUSINESS BENEFITS:



Eliminate complex error-prone spreadsheets



Proactively address issues before they impact service levels



Generate ready-to-share Scorecard workbooks simply



Automate payment calculations



Scalable and built to evolve with your agreements

## Automate Calculations and Payments:

ValueCentric takes a workflow approach to the Scorecarding process; providing an interface for reviewing automated payment calculations based on custom or industry standard key performance indicators (KPIs). Advanced features allow users to make adjustments and payment approvals without leaving the application.

- Set and measure KPIs with custom violation scales
- Review, waive, modify, and approve associated payments and performance
- Trend and compare trading partner performance over time

## Custom Measurements by Partner or Product Group:

Agreements with individual partners differ – so manufacturers require a Scorecard that accommodates the individuality. With ValueTrak's Scorecard, metrics can be performed on a multitude of available measures and can be defined for evaluation at the product/NDC or product group/brand level. Metrics are created, tracked, and updated within the ValueTrak application in accordance with your evolving Fee For Service agreements.

- Identify and track target metrics at the desired level
- Leverage a library of available performance metrics common to many industry agreements, or integrate metrics unique to your organizational needs and Fee For Service agreements
- Run Scorecards as needed to monitor performance of high value product groups or individual partners

### SCORECARD COMMON METRICS

- Days on Hand (DOH)
- Service Level
- Purchase Stability
- Data Timeliness
- Data Completeness
- 852/867 Reconciliation
- Inventory Accuracy
- Price Appreciation
- Custom Measures

## EXPERIENCED CONSULTANTS

*Our Scorecard experts have a combined 50+ years of experience in building and monitoring Fee For Service agreements.*

*ValueCentric's team can advise best practices when it comes to metric selection, measurement, frequency, and overall Scorecard Management*

Schedule a free demo today  
by contacting:

[sales@valuecentric.com](mailto:sales@valuecentric.com)

## Monitor & Share Performance:

A successful partnership is backed by the best communication. Distributor Scorecards are easily downloadable to Excel for sharing with trading partners. The output is tabbed and formatted much like the application interface for easy interpretation and transparency in shared information.

- Effortless Excel exporting and sharing
- Tabbed and color-coded workbooks eliminate manual manipulation
- Pre-formatted output allows for easy save-and-send functionality

## Detailed Audit Trail:

ValueCentric understands the complex relationship between manufacturers and their wholesalers, and that, in a partnership, it's necessary to balance quantitative channel metrics against extenuating circumstances. The module allows for basis point and payment adjustments to be made when issues arise through no fault of the partner. Changes are tracked and traceable, ensuring a comprehensive audit trail for proper documentation.

- Built-in override, exception/waiver, and lock functionality
- View and share metric performance pre-and-post adjustments