



A Program Offered by Model N and S•E•T Enterprises

MEDICAID AND GOVERNMENT PRICING NEEDS ASSESSMENT FOR PHARMACEUTICAL AND BIOTECH FINANCE ORGANIZATIONS

Background

A slew of new regulatory programs, from the Medicare Modernization Act (MMA) and Medicare Part D to the Deficit Reduction Act of 2005 (DRA), has drastically changed the playing field for pharmaceutical and biotech CFOs. As they become charged with more responsibility for strategic and tactical revenue decisions, CFOs are often finding themselves lacking the tools and visibility into the processes they are expected to certify in public filings.

S•E•T Enterprises and Model N are pleased to offer a Needs Assessment program for Medicaid and Government Pricing, two of the crucial process areas in the revenue life cycle. This four-week assessment is structured to provide comprehensive insights into specific findings on potential Medicaid and Government Pricing impact areas and document detailed recommendations for planning, strategy, systems, policy, and process improvements for your company.

Scope & Approach

The Medicaid and Government Pricing Needs Assessment will evaluate the ability of finance organizations to meet today's challenges and provide a roadmap for creating a highly effective cross-functional and cross-cultural ecosystem that integrates commercial and government pricing strategies and processes to reduce regulatory risk and boost the bottom line.

The needs assessment project will focus on the following five areas:

- ▼ **Strategy:** current pricing strategies as they relate to Medicaid and Government Pricing requirements
- ▼ **Planning:** the ability to effectively evaluate the strategic and tactical implications of pricing and policy decisions
- ▼ **Policy:** specific company guidelines as they relate to existing Medicaid and Government Pricing calculations
- ▼ **Process:** current revenue impact and risk assessment capabilities, as well as the processes used to generate government pricing calculations
- ▼ **Systems:** current systems supporting Medicaid and Government Pricing processes and how those systems may need to adapt or change to meet today's competitive and regulatory requirement

Deliverables

The assessment provides a written Impact and Recommendations Document for the outlined topics. A timeline and specific actions for implementing the proposed CFO Medicaid and Government Pricing improvements timeline will be part of the project deliverables.

For more information on the Medicaid and Government Pricing Needs Assessment program, please call 650-610-4771 or send an email to grao@modeln.com.

About S•E•T Enterprises

S•E•T Enterprises is the preeminent independent management consulting firm, providing expertise in government pricing, Medicaid, and managed care contracting to the pharmaceutical industry. S•E•T has consulted for eleven of the twelve largest pharmaceutical manufacturers — increasing their compliance with government regulations while simultaneously improving their commercial results.

About Model N

Model N is the leader in Revenue Management and offers an integrated suite of applications and industry best practices that helps companies link together the complex, interdepartmental processes of pricing, contracts, and settlements. Optimized for the Life Science industry, the Model N Revenue Management Suite includes applications for managing planning, pricing, contracts, compliance, rebates, fees, and chargebacks. The Model N solution delivers the visibility and control needed to avoid the risks of non-compliance to government pricing and Sarbanes-Oxley regulations, and eliminates revenue leakage. Customers include Astellas Pharma US, Inc.; Axcan Pharma; Boston Scientific; Bristol-Myers Squibb; Gilead Sciences; MedImmune, Inc.; Medtronic, Inc.; Novo Nordisk, Inc.; Ortho-Clinical Diagnostics, a Johnson & Johnson company; and Pfizer, Inc.