

# Reduce overpayments by validating payer script data



Today's pharmaceutical manufacturers face many challenges, among which is managing the complex and fast-changing payer pricing and contracting landscape. Manufacturers often have tens to hundreds of contracts in place with various payers, for both commercial and Medicare Part D. This creates a complex web of rebates that can be a challenge to companies seeking ways to centralize data, ensure accurate and timely payments, and maximize profits.

Model N Validata helps you ensure you are only paying the right claims, at the right time, for the right amount, to help protect your profits from inappropriate payments. Validata utilizes our SaaS technology to offer automated script-level validation tools to help enforce agreement terms and reduce inaccurate payments by ensuring rebates are only paid on eligible prescriptions.

## 6.3B

prescriptions were dispensed in 2020

### Maximizing managed care revenue

In the U.S., 6.3 billion prescriptions were dispensed in 2020, up 1.7% from the prior year.<sup>1</sup> While the growth is welcome news to manufacturers, tracking the rebate programs associated with this volume has become a formidable task. Millions of transactions are submitted on a monthly and quarterly basis, and the sheer amount of transactional data created is challenging for all parties involved in the process. It's easy for errors to happen when all those prescription lines are summarized and submitted to pharmaceutical manufacturers for rebates. In the case where prescription lines are incorrectly included in a rebate,

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<sup>1</sup>"The Use of Medicines in the U.S." The IQVIA Institute. May 2021. <https://www.iqvia.com/insights/the-iqvia-institute/reports/the-use-of-medicines-in-the-us>

manufacturers end up overpaying their customers, which can amount to tens of millions of dollars in overpayments and ultimately, lost revenue.

Receiving inconsistent, inaccurate, and unreliable data obscures visibility into which prescriptions are eligible for earning a rebate. Developing an automated workflow that allows contract, validation, and rebate analysts to monitor, investigate, and identify suspect claim lines in a timely and efficient manner reduces incorrect payments. This also keeps claim validation activities running smoothly, enabling you to remain compliant, grow profitably, and make sure that this vital piece of the supply chain operates as efficiently as possible.

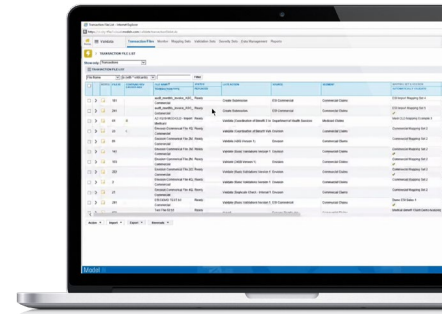
### Vital rebate claims data is essential

It's no secret that payers provide low-quality and inconsistent rebate claims data that is typically erroneous and uniquely formatted. That's why you need a solution that verifies and validates the information despite these hurdles. Model N Validata coupled with Validata Intelligence Cloud allows you to not only achieve revenue growth and rebate success but also gain visibility into competitive insights and effectiveness of key programs.

Our script-level validation tools allow users to examine the results and override exceptions where needed, within the unified workflow and based on business rules and contractual requirements. Accurate utilization information is published downstream for rebate processing, error reporting, and industry-standard reconciliation file generation. Since all data, intelligence, and reporting are centrally located and managed, users are more productive, throughput increases, and claims are paid properly and in a timely manner.

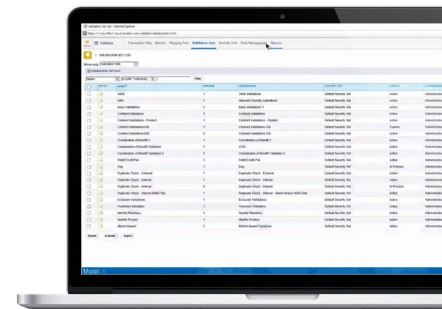
### Validata Intelligence Cloud

Using Model N Validata Intelligence Cloud, your sales team can generate insights into managed care, Medicare, and Medicaid information with self-service dashboards, reports, and insights from transaction and transaction file-related data. They can create reports on specific errors, such as duplicates and aberrant quantities, to gain actionable insights into contract performance and compliance and ultimately, make better decisions that lead to more profitable future contracts.



#### The transaction header

Specify all the information for your incoming detail data, as well as define which validations you want to run automatically post-import to streamline the process.

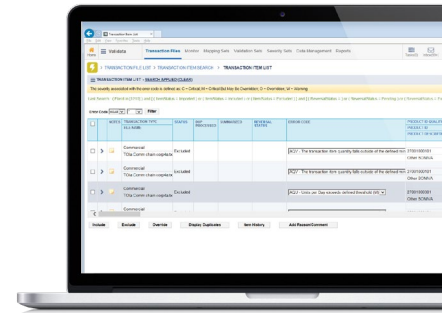


#### Duplicate check configuration

Through flexible configurations for validations such as the duplicate check, you can define specific requirements to meet your business needs.

## Efficiently validate payer rebate claims with trusted data

- ✓ Improve rebate and payment accuracy.
- ✓ Access actionable information for decision-making through configurable dashboards and reports.
- ✓ Leverage visibility into new channels and opportunities to generate more profitable future contracts.
- ✓ Reverse claims if payments were made to the wrong market segment.
- ✓ Ensure compliance and auditability.



### Transaction item list and validation results

The transaction item list contains details of the errors identified using the system and user-defined configurations, thresholds, and severities. Validated data is then seamlessly integrated with your rebate payment solution.

## Improve rebate and payment accuracy with configurable, prescription-level validations.

Schedule a demonstration to learn how Model N Validata can help you identify duplicate and erroneous claims, prevent overpayments, and make better contract decisions.