

Prevent costly errors and overpayments within payer contracts

Billions of retail prescriptions are filled in the U.S. every year. Each one of these prescriptions could be eligible for a rebate based on contracts that pharmaceutical and biotech manufacturers establish with health plans and pharmacy benefit managers. Manufacturers often have tens to hundreds of contracts in place with commercial and Medicare Part D payers, creating a complex web of rebates and a substantial amount of transactional data to sort through.

Contracting with payers is necessary in ensuring patients have access to the life-saving products that manufacturers spend years developing and perfecting. But minimizing risk of non-compliance, errors, and overpayments within these contracts can be challenging – especially if you lack timely, accurate data and are using manual processes. Further complicating the task is the short time frame in which you're contractually obligated to pay the rebate, sometimes as little as 30 days from the time of receipt of the data.

By automating the entire process, you can effectively validate the sheer volume of prescription and medical benefits data, prevent costly errors and late fees, and accurately pay rebates only on dispensed products for the rate that they're eligible for – if they're eligible at all. Model N Payer Management plus Validata is the comprehensive solution that was purpose built to optimize revenue and enable compliance with payer and pharmacy benefit manager contracts.

Validate payer script data

Receiving inconsistent, inaccurate, and unreliable data obscures visibility into which prescriptions and medical benefits are eligible for a rebate. Developing an automated workflow that allows managed markets teams to monitor, investigate, and identify suspect data in a timely and efficient manner reduces the potential for inaccurate calculations of rebate, price protection, and admin fee payments downstream, resulting in real savings for your organization.

Model N Validata helps you pay the right claims, at the right time, for the right amount. This industry-leading, script-level validation tool helps enforce agreement terms and reduce inaccurate payments by ensuring rebates are only paid on eligible dispensed products.

Validata flags ineligible transactions based on established criteria for commercial payers, Medicare Part D, Tricare, and medical benefits. Your team can 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, your team becomes more productive and can confidently pay claims properly and on time.

Manage payer rosters

Since contracts are typically negotiated at the plan level or with plan groupings, payer rosters must be managed appropriately to ensure data aligns with the correct plan, and as a result, the correct rebate.

Payer Management identifies and aligns plans with their respective payer, which is a key step to making sure payer-submitted data maps to the appropriate rebate based on the plan and formulary alignment. Along with reducing errors and overpayments, this process enables you to analyze a plan's prescribing patterns to support sales and contract negotiations.

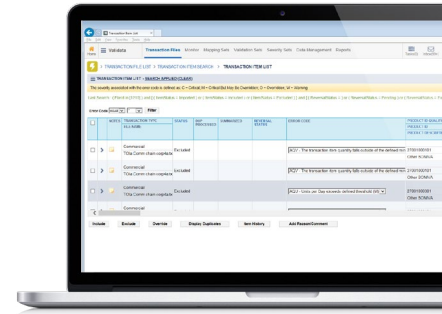
Ensure formulary compliance

Because a product's formulary position correlates directly with rebate amounts, you need to verify that payers are placing your products on the formulary outlined in the contractual terms of your agreement. Payer Management aligns plans to associated products and formulary status to determine eligibility for rebates. By automating this process, you can quickly confirm contract compliance and avoid inaccurate rebate payments.

Accurately calculate and pay rebates

Once it's been determined which prescriptions and medical benefits are eligible for rebates and which payers are owed the money, Payer Management automatically and accurately calculates the formulary-based rebates, price protection, admin fees, and various other rebate types. Prior period adjustments are also made based on the date the product was dispensed and/or administrated.

To help further streamline the process, Payer Management integrates with your ERP system to facilitate prompt payment, so you can avoid costly late fees.



Transaction item list and validation results

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

Automate the payer rebate and contracting process from end to end



- ✓ Reduce risk with payer and pharmacy benefit manager contracts.
- ✓ Maximize revenue by preventing costly errors, late fees, and overpayments.
- ✓ Effectively validate prescription and medical benefits data by accurately identifying duplicate and erroneous claims.
- ✓ Gain actionable insight into contract performance and compliance to support better decision-making.

Let Model N handle payer management on your behalf.

Business Services combines industry expertise, proven processes, and our purpose-built technology in one end-to-end solution. We take care of everything – from script and formulary validation to payer roster management and rebate processing – so you can focus on strategic initiatives.

Schedule a demonstration to learn how Model N Payer Management plus Validata can help you optimize revenue and ensure compliance with your payer agreements.