

Prevent costly errors and overpayments within payer contracts

Billions of retail prescriptions are filled in the U.S. every year. Each prescription 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 to ensure patients have access to your life-saving products. But minimizing risk of non-compliance, errors, and overpayments within these contracts can be challenging – especially if you lack timely, accurate data and use manual processes. Further complicating the task is the short time frame in which you're contractually obligated to pay rebates, sometimes as little as 30 days from 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 a comprehensive solution that was built to optimize revenue and ensure compliance with payer and pharmacy benefit manager (PBM) contracts.

Validate payer script data

Receiving inconsistent, inaccurate, or unreliable data obscures visibility into which prescriptions and medical benefits are eligible for a rebate. Developing an automated workflow that enables 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 administrative 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 paid only 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 as needed within the unified workflow based on business rules and contractual requirements. Accurate utilization information is published downstream for rebate processing, error reporting, and generating industry-standard reconciliation files. 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.

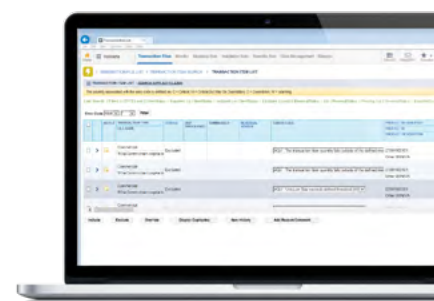
Manage payer rosters

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, a key step to ensuring payer-submitted data maps to the appropriate rebate based on 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.



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.



Let Model N handle payer management on your behalf.

Revenue Management Services combines industry expertise, proven processes, and our purpose-built technology into a single 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.

Accurately calculate and pay rebates

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

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

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.

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

[Schedule a demo](#)modeln.com