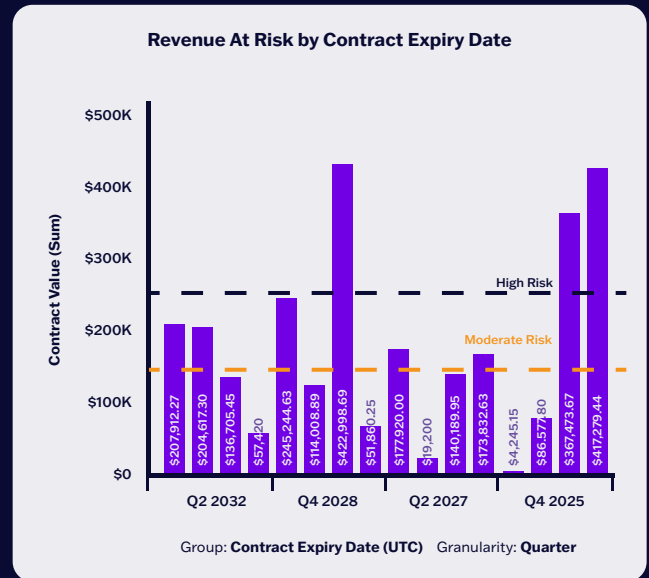


Rebate Contract Management

Maximize the revenue potential of every rebate contract.



Streamline your rebate contract management with AI

In the dynamic landscape of the pharmaceutical industry, rebate contracts stand out as crucial tools for optimizing financial outcomes. These agreements form the backbone of relationships with various parties and are instrumental in risk mitigation, innovation facilitation, and the protection of all parties' interests — in an environment where product safety, data privacy, and regulatory compliance reign supreme.

However, managing rebate contracts poses significant challenges for many pharmaceutical manufacturers, given their sheer scale, breadth, and complexity. This often leads to inefficiencies in productivity and data management, impacting crucial aspects like time-to-information, distribution, and competitive advantage.

Fortunately, by harnessing the power of AI, you can revolutionize the analysis and visualization of contracted agreements — transforming your entire rebate contract management process.



Our Solution

EncompaaS Rebate Contract Management harnesses Intelligent Document Processing to effortlessly analyze all regional, national and government rebate contracts — and automatically extract data with speed and accuracy.

With advanced analytics and customizable dashboards, it allows rebate managers to easily connect the dots between agreement and business performance so you can understand your rebate position in real-time, including correlations and rollups.

This means you can ask pertinent questions of your data, spot risks and opportunities faster, make rapid commercial decisions, and maximize the revenue potential of every rebate contract.

“EncompaaS provides an automated way of tracking the performance of drugs against contracted terms.”



Key Benefits



Eliminate manual processing

Save your team hundreds of hours by automating document processing and extraction of insights from complex contracts and master agreements.



Improve accuracy

Accurately extract and validate data across thousands of contracts with pre-defined rules in document processing — without the risk of human error.



Know your rebate position in seconds

Quickly and easily search for relevant information and keep track of key metrics via highly visual dashboards, so you can report on rebate contract performance accurately and efficiently.



Empower teams

Empower your teams to focus on strategic decision-making, instead of manual tasks, to supercharge productivity and deliver better business outcomes.



Enhance vendor relationships

Strengthen relationships between payers, pharmaceutical benefit managers and government agencies through improved rebate contract transparency.



Leverage AI without Risk

The EncompaaS data quality layer automates for sensitive, private and repetitive documents, ensuring the highest levels of accuracy.

How it Works

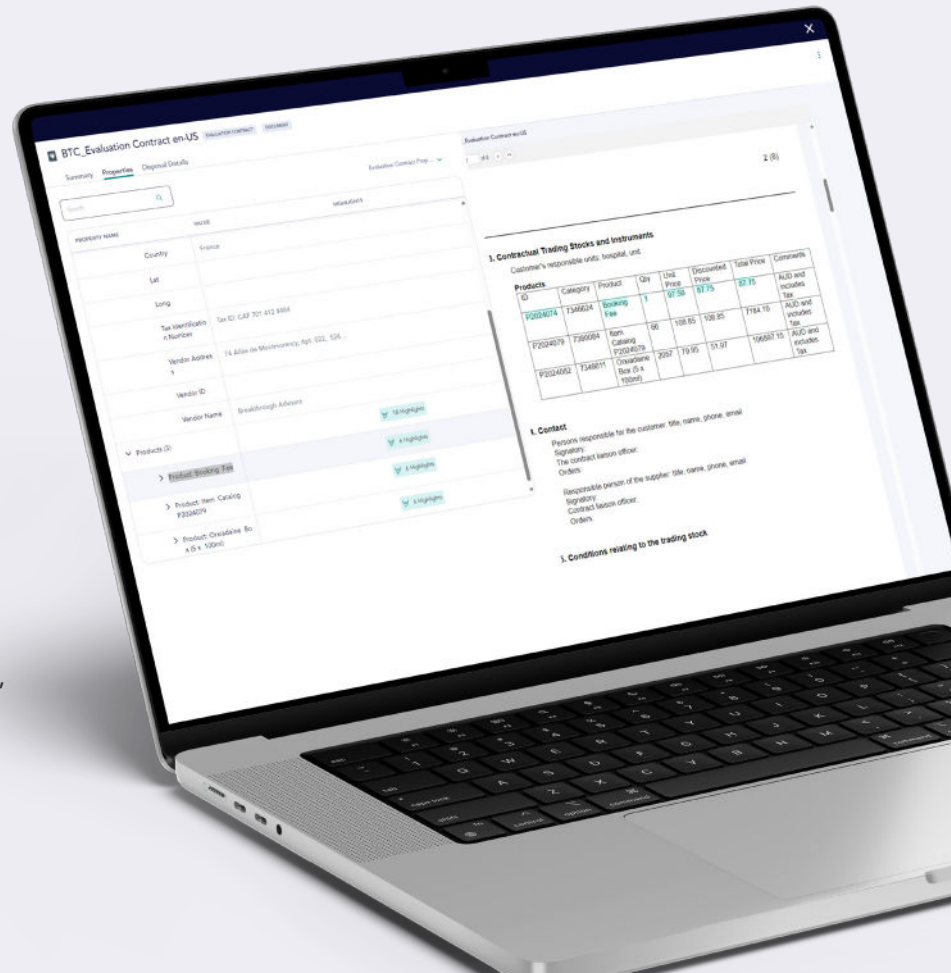
Leverage AI-powered Innovation

Leveraging Azure OpenAI and Supervised Machine Learning, all live rebate contracts (including master agreements, amendments, and associated documentation) are automatically inspected with speed and accuracy.

Automated Metadata Creation

EncompaaS scans the content of contracts and intelligently extracts key information such as Contract Value, Dates, Parties, Products, and applies it as structured metadata on the contract itself.

This metadata can then be used for searching, sorting, filtering, and reporting in a consistent way across all contracts wherever they are stored.



How it Works

Real-time Visualizations

Your most valuable contract and sales data can then be presented in highly visual dashboards, providing live, up-to-date landscape views which contract teams, rebate managers, and sales representatives can harness for informed decision-making on current strategies, rebates and market data.

Sales & Marketing Dashboard

“Visualize large volumes of contract data effortlessly. Answer pertinent questions accurately, in seconds.”



Customer Story

The Challenge

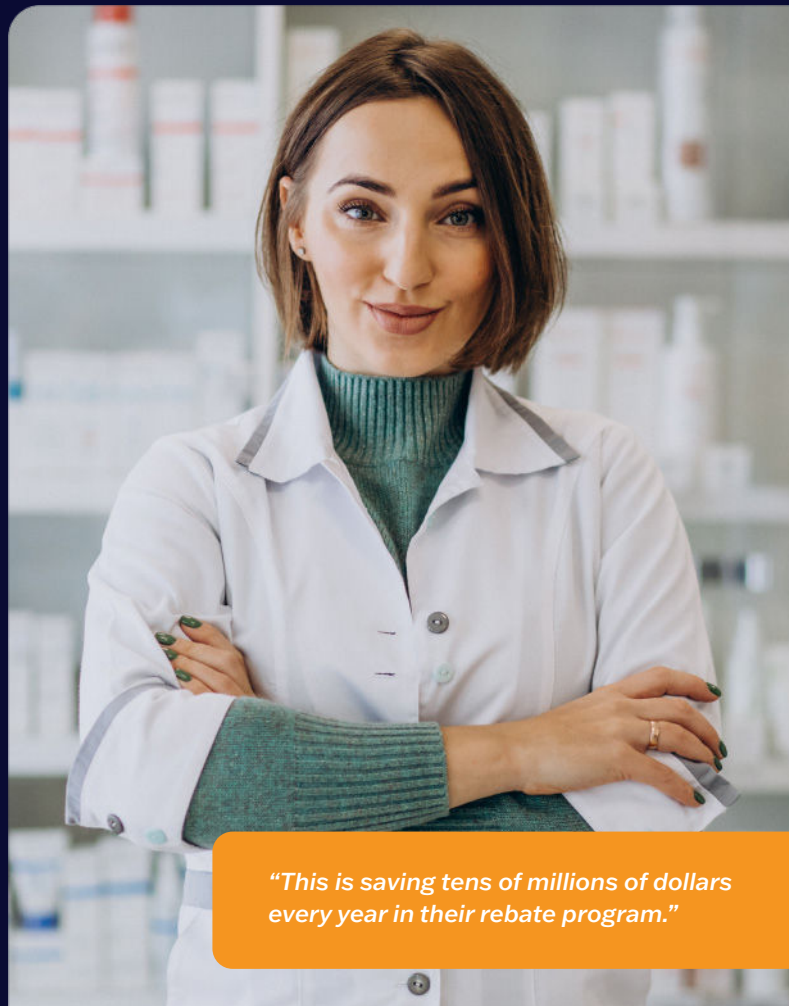
A global pharmaceutical organization sought to understand and analyze the effect of vendor rebates on a drug's net revenue across tens of thousands of master contracts and amendment documents. The sheer volume of data, inconsistency in its format, and time required for human processing led them to seek a technology solution to streamline this process.

The Solution

EncompaaS was selected to transform the way rebate contracts were managed with advanced AI-powered Intelligent Document Processing. A Proof of Concept was completed whereby a model was built and trained with exemplar contracts to automatically extract rebate information from different formats, such as text and tables, and correctly reproduce the data in a reporting dashboard for comprehensive analysis.

The Outcome

Using EncompaaS, the pharmaceutical organization has successfully automated a critical task, enabling the business to assess with accuracy the performance of vendors and the net effect of rebates on a drug's revenue. The insights gained will support them in making informed business decisions on drug pricing and sales targets, and to assess the true profitability of a drug.



"This is saving tens of millions of dollars every year in their rebate program."

About EncompaaS

A global leader in information management, EncompaaS empowers highly regulated enterprises to rapidly mitigate compliance and privacy risks while unlocking the full potential of their data.

The EncompaaS platform uses next-generation AI technologies to find, enrich, and organise structured, unstructured and semi-structured data into a normalised data quality foundation. This enables automated governance at scale, ensuring information is de-risked and prepares the highest quality data to fuel upstream processes.

Headquartered in Sydney with offices in the UK and USA, EncompaaS optimises information on-premises and across multi-cloud environments, and is trusted by Fortune 500 corporations, government departments, and statutory authorities worldwide.



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Learn more about EncompaaS

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