ENCOMPAAS

Rebate Management

Perform weeks of tedious rebate contract work in seconds.

Contents

Introduction →

Solution →

Key Benefits →

How It Works →

Customer Story →

About EncompaaS →

Buried In Rebate Contracts?

In the dynamic landscape of the pharmaceutical industry, rebate contracts are crucial for optimizing financial outcomes and enhancing your bottom line.

However, many pharmaceutical manufacturers face significant challenges managing their rebate programs due to the sheer scale, breadth, and complexity of rebate contracts.

Manually managing tens of thousands of rebate contracts is a tedious and time-consuming process and there's no easy way to correlate, roll up and visualize key contract data in real time. This impacts critical business outcomes 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 — performing weeks of tedious rebate contract work in seconds.

EncompaaS Handles The Heavy Lifting

EncompaaS empowers pharmaceutical organizations to revolutionize rebate management by using AI to inspect all regional, national and government rebate contracts and extract data with speed and accuracy.

Important rebate contract data can be visualized in real-time, performing weeks of tedious, manual work in seconds.

With advanced analytics and customizable dashboards, rebate contract teams can 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 quickly, while eliminating tedious, manual processing. "

Key Benefits

Transform Rebate Contract Data Into Actionable Insights

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.

Understand your Rebate Position

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 tasks, instead of manual processing, to drive competitive advantage.

Enhance vendor relationships

Strengthen relationships between payers, pharmaceutical benefit managers and government agencies with better accuracy and visibility of rebate contract data.

Fast Track Decision Making

Get answers to important questions regarding contract data in minutes, not days or weeks, accelerating time-to-information and decision making.

How it Works

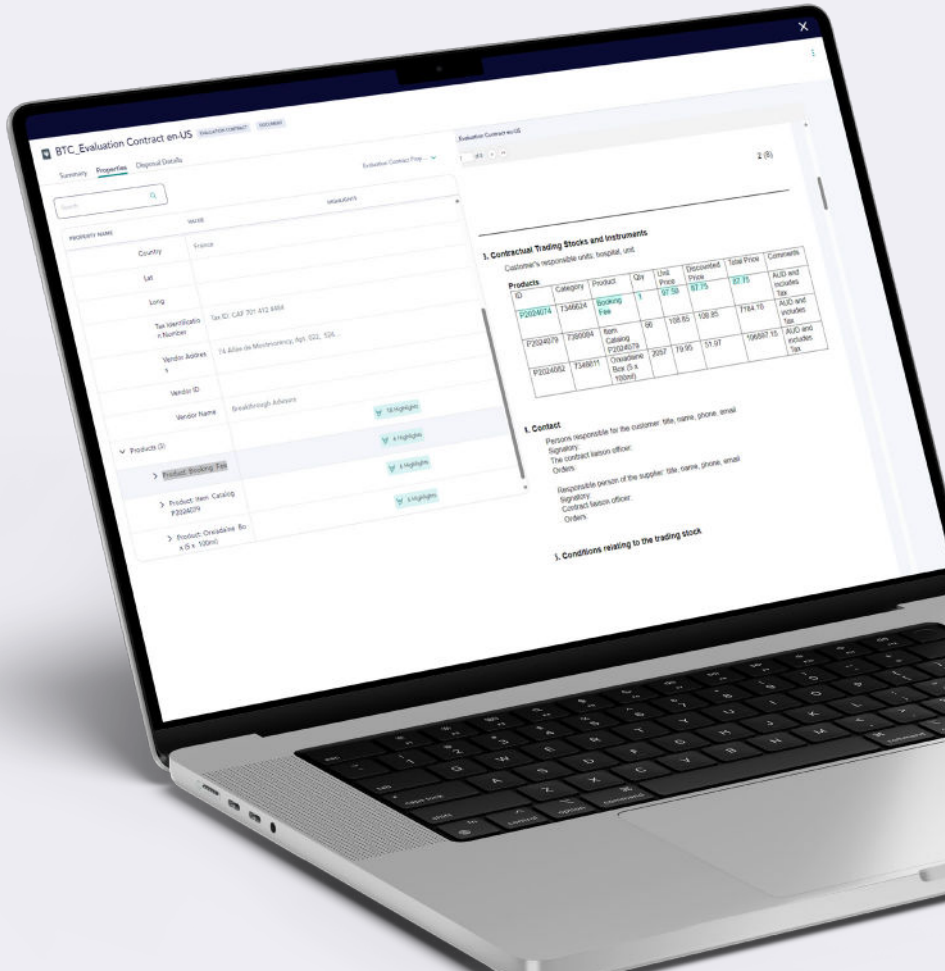
Leverage AI-powered Innovation

Using a combination of AI technologies, 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

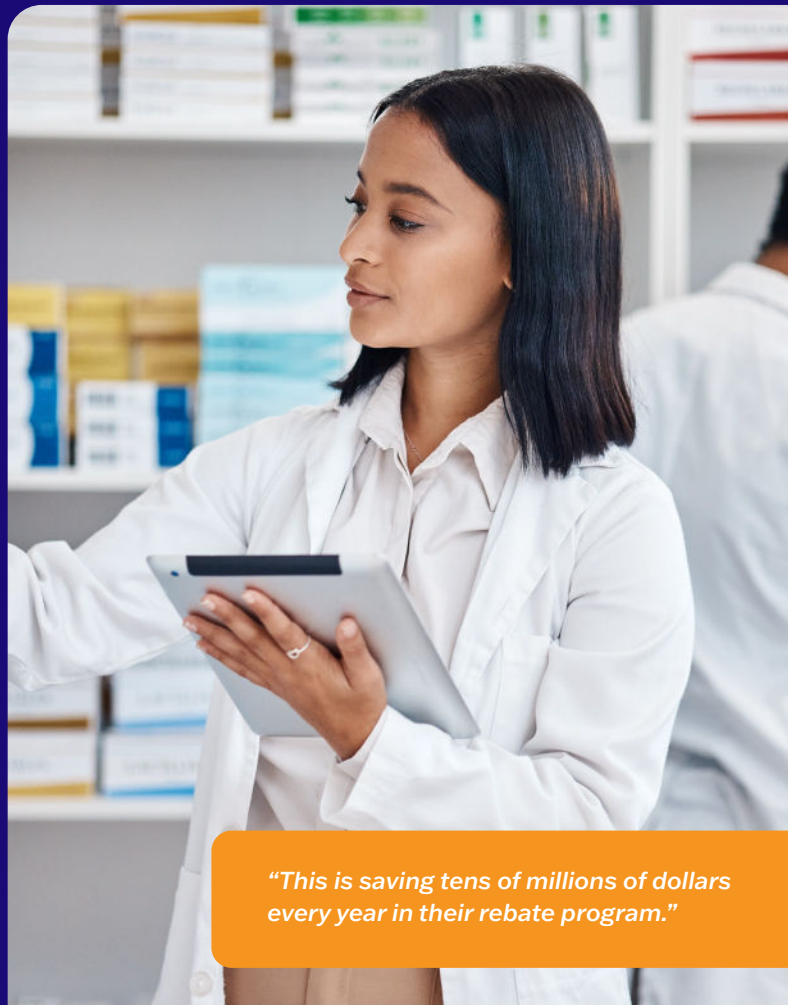
A global pharmaceutical organization sought to understand and analyze the effect of vendor rebates on a drug's net revenue across tens of thousands of master contracts and amendment documents. The sheer volume of data, inconsistency in its format, and time required for human processing led them to seek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

The Solution

EncompaaS was selected to transform the way rebate contracts were managed using its advanced AI-powered Intelligent Document Processing solution. 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 highly visual reporting dashboards for comprehensive analysis.

The Outcome

Using EncompaaS, the pharmaceutical organization has successfully automated a critical business process touching core revenue streams, 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 organize structured, unstructured and semi-structured data into a normalized 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 optimizes 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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