ENCOMPAAS

Revolutionizing Rebate Management: **The AI Advantage**

A case study from one of the world's largest pharmaceutical organizations

OVERVIEW

EncompaaS partnered with a leading US based pharmaceutical organization to automate the extraction, analysis and visualization of rebate contract data using AI technologies.

The transformation has solved a key business problem for the manufacturer, establishing an accurate, repeatable process that eliminates the manual identification and extraction of contract data, puts time back into their calendars and enables them to drive greater commercial advantage.

SOLUTION

EncompaaS was selected to transform the way rebate contracts were managed using its advanced AI-power Intelligent Document Processing solution.

A Proof of Concept was completed whereby a model built and trained with exemplar contracts to automatic extract rebate information from different formats, suc text and tables, and correctly reproduce the data in hi visual reporting dashboards for comprehensive analy

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 (more than 50,000 live contracts), 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.

Scale and scope of contracts

The volume of contracts, the rate at which they were being amended, and the fact that no two contracts were the same meant that it was impossible to access accurate, timely information.

Manual processing time

Highly qualified professionals were spending 400 hours per person, per quarter completing contract landscape updates, which was incredibly tedious and time consuming.

Data quality issues

Existing rebate contracts were in multiple different file share repositories, and had been converted to PDF poorly, which meant the ability to discover this information and bring it together into a common source was a huge business challenge.

Delayed decision making

Contract managers were being bombarded with requests for information from various parts of the business. Given their current systems weren't designed to aggregate this information, questions could not be answered in real time.
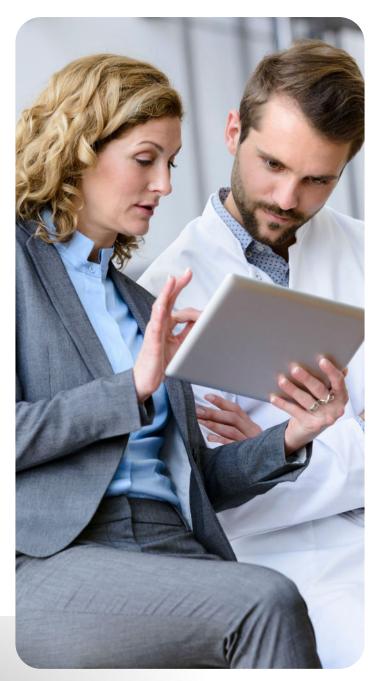
OUTCOME

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 are now supporting them in making informed business decisions on drug pricing and sales targets, and to assess the true profitability of a drug.

Furthermore, job satisfaction has improved as highly accurate information is accessible in real time, without the tedious grunt work involved.

KEY BENEFITS

Automating the extraction of data from their rebate contracts has resulted in:

10,000+
contracts and amendments analyzed using AI

140,000
data points extracted

4,000
hours saved in manual processing per quarter

95%+
data accuracy rate achieved on average

150%
improvement in speed to source specific data points

90%
increase of finding commercial or contractual risks in data

Tens of millions of dollars
saved each year for their rebate program

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Using the EncompaaS solution, I'm now able to access all live contracts via a dashboard and can easily track the expiration date on all the contracts I'm managing.

This means I can forecast more accurately and plan my workload around key renewal periods.

Contract Manager, Pharmaceutical Manufacturer

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