

Solving Rebate Management Complexity

Perform weeks of tedious rebate contract work in seconds



Managing rebate contracts efficiently is no small feat. The good news is you can take advantage of AI technologies to revolutionize how you analyze and visualize contracted agreements – accelerating time to information, distribution and revenue potential.



\$722.5 Billion

Spent on Pharmaceutical Drugs in 2023



25%

Of Pharmaceuticals Sold Touch Rebates



4,000 Hours

Spent on Manual Rebate Contract Landscape Updates Each Quarter



150%


Improvement in Speed to Source Specific Data Points using AI

Buried in Rebate Contracts? We'll handle the heavy lifting.

EncompaaS uses AI to inspect complex rebate contracts and extract important data with speed and accuracy, allowing you to visualize rebate contract data in seconds.


Key Challenges

How EncompaaS Delivers




Rebate Contract Managers
 "Tracking my sales gaps and customer opportunities is highly manual."

- ✓ Access accurate, real-time sales data and rebate eligibility criteria.
- ✓ Proactively identify market gaps and new opportunities.
- ✓ Accurately monitor rebate sales targets, forecasts and contracts renewals to avoid leaving serious money on the table.



Contract Managers
 "Manually extracting rebate contract data across thousands of contracts is extremely tedious."

- ✓ Reduce manual effort and time spent extracting data from complex contracts.
- ✓ Quickly generate reports based on product sales, rebate eligibility, 340B utilization and more.
- ✓ Promptly and accurately address client inquiries and requests for adjustments.



Chief Legal Officers
 "Rebate contract data is scattered across multiple contracts and systems which delays my decision making."

- ✓ Access consolidated, up-to-date rebate contract data in a single platform.
- ✓ Quickly verify rebate formulary, medical benefit contract positions and more.
- ✓ Efficiently assess risks related to contractual terms.

Metadata Extraction Made Easy

EncompaaS uses a combination of AI technologies to extract key data from rebate contracts, which are all saved against the contracts in the EncompaaS platform.

We can complete complex calculations including rollups and correlations, so you always have the latest information.

Representative Sample Extraction Properties:

- ✓ Agreement Types
- ✓ Effective and End Dates
- ✓ Termination Notices
- ✓ Eligibility Conditions
- ✓ Look Back Period
- ✓ 340B Utilization
- ✓ Product Name, Strength
- ✓ Rebate Percentage by Tier
- ✓ Dispute Window
- ✓ Best Price
- ✓ Net Floor Price

Extraction Types:

- ✓ Point
- ✓ Section
- ✓ Logic
- ✓ Correlations
- ✓ Roll-Ups

Real-World Customer Outcomes

EncompaaS has worked with leading organizations, including one of the world's largest pharmaceutical manufacturers, to automate the extraction of data from their rebate contracts,



10,000+
contracts and amendments
analyzed using AI



140,000
data points
extracted



95%+
data accuracy rate achieved
on average



4,000
hours saved in manual
processing per quarter



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