

for Life Sciences companies.

**International Reference Pricing** 

Here's how you can determine where you are and how to ascend to the peak of disruptive revenue management.

Managed Entry Agreements and Claims

Price Analysis Price Management The elements of **Compliance Tracking Government Pricing** revenue Management and Management management Membership Management Accruals and Gross to Net Contract Pricing, Rebate Management, Chargebacks, **Tender Management and** 

# Where are you in the journey?

## **Level 5:** Disruptive Management

- Revenue management is based on real-time models that utilize market data, product life cycle, segmentation, etc.
- · Complex algorithms (predictive analytics, machine learning) and disruptive models are leveraged

### Level 4: Strategic Margin Management

- · Profitability and margin management include customer segmentation, different strategies based on targets, outcome-based pricing, etc.
- Continuous improvement methodologies are combined with innovative technology to achieve world-class performance

## Level 3: 360° View

- Gaining transactional control
- Fully standardized and documented processes (commercial policy based on margin)
- Procedures and standards for revenue management are cross-functional Full value captured

### Level 2: Defined Some standardized and documented

- processes (tenders, rebates, etc.) Some margin management projects

# No revenue management in place

Level 1: Ad-hoc

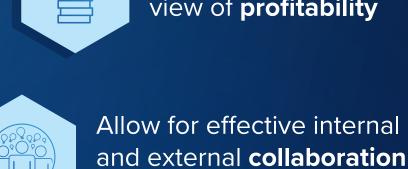
- No standards or processes defined
- Reactive

Effective revenue management tools can:



Identify and resolve unearned

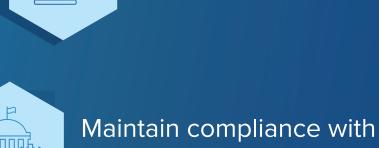
discounts and rebates



Allow for effective internal

Provide a real-time

view of **profitability** 



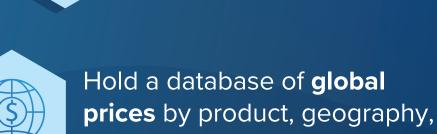
Ensure correct pricing



and transparency



government programs



Hold a database of global

Handle tender management



and customer

See how to ascend to revenue management excellence

Today's Life Sciences market is impacted by scrutiny over rising costs, tighter innovation funding, proving therapy and product

value, and complying with shifting regulatory mandates. Vistex helps Life Sciences companies manage the complexities of pricing, commissions, chargebacks, rebates, royalties, contract authoring, loyalty programs, and regulatory compliance. Vistex provides value to Life Sciences through revenue management, utilizing real-world evidence and outcomes by dismantling silos, validating and exploiting data, and identifying the most profitable plans for satisfying stakeholders.

Download the eBook

**About Vistex®** Vistex solutions help businesses take control of their mission-critical processes. With a multitude of programs covering pricing, trade, royalties and incentives, it can be complicated to see where all the money is flowing, let alone how much difference it makes to the topline and the bottomline. With Vistex, business stakeholders can see the numbers, see what really works, and see what to do next – so they can make sure every dollar spent or earned is really driving growth, and not just additional costs. The world's leading enterprises across a spectrum of industries rely on Vistex every day to propel their businesses.