

CONTRACT EVENT MANAGEMENT TOOL

BOOST YOUR COMPETITIVE ADVANTAGE AND REDUCE THE ADMINISTRATIVE COSTS SURROUNDING CONTRACT MANAGEMENT

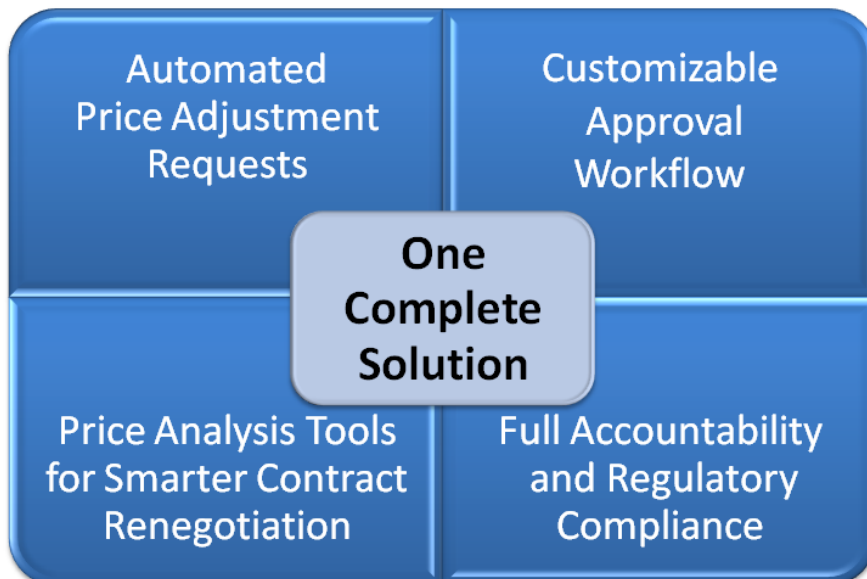
In an increasingly demanding business climate, pharmaceutical contract management departments are charged with managing and determining the impact of complex rebate calculations over a large volume of contracts, staying within regulatory pricing standards, and efficiently managing the significant workflow surrounding price adjustment approval.

The tasks surrounding contract management can be de-centralized and manual, making them time consuming and prone to error. And, the complexity of contract agreements and government pricing thresholds can place the best business decisions surrounding pricing and profitability out of the reach of your current tools or processes.

ONE COMPLETE SOLUTION

Aspect Consulting proposes to dramatically improve the automation of your pricing model and your workflow by implementing the **Contract Event Management Tool**.

Aspect's Contract Event Management Tool is an innovative solution that not only manages the workflow surrounding contract management pricing, but puts sophisticated analysis tools at your fingertips so that you can analyze and calculate the impact of complex pricing changes on your profitability, all in one complete package. Contract Event Management gives you a competitive advantage to make the smartest sales and profitability decisions going forward.



THE BENEFITS

- Easily analyze and calculate price updates to current contracts.
- Customize approval workflow and escalation timeframes.
- Empower your sales force through automated contract addendum requests.
- Shorten approval cycle timeframes and reduce your administrative costs by automating approval workflow.
- Better meet regulatory pricing standards through centralized price analysis tracking.

“Our field reps no longer have to call multiple people to initiate and track down the status of a contract change.

The centralization of tasks, the remote access, and SOX compliance are great benefits of this application!” - quote from an Aspect client

CONTRACT EVENT MANAGEMENT TOOL

SOLUTION CAPABILITIES STRONG COMPONENTS

One Centralized Application that Can Initiate Contract Changes and Track Approval Progress

Aspect Consulting has developed a streamlined, web-based application that centralizes all the tasks associated with contract management.

The Contract Event Management Tool provides field representatives with a streamlined method of initiating contract addendums, and, at the same time, gives management a comprehensive tool to analyze, monitor, and guarantee the proper processing of the request within set policies.

Ensure Timely Approval of Requests

Email-driven addendum requests generate electronic notification of pending requests. Contract Managers and Management are immediately notified of a request. Target completion dates prevent missed deadlines or by-passing of required steps.

Analyze and Calculate Price Updates

Field reps are presented with an automated request form to calculate and analyze price change requests, and submit those requests for approval.

- **Update Current Award Information**
Users select a contract and a product, and can update the award information for current products on a contract.

Contract Analytics Tool
Aspect Consulting, Inc.
EVENT | REPORTS | SALES REPORTS | MAINTENANCE | MISCELLANEOUS

aspect\kblue Connected to: DWALL1 on DWALL1

My Events
Open Closed

Filter Type: Event Type Filter Selection: - Select All - Apply Filters Reset Filters Logout

Event ID	Event Description	Date Created	Expected Resolu	Last M	Date	Contract	Stage
1349	CSE_EXPRESS SCRIPTS, INC.	04/21/2008	04/23/2008			EXPRESS SCRIPTS, INC.	Event W
1345	CSE_PHARMACARE DYNAMIC BOUNT	04/21/2008	04/21/2008				In
1342	CSE_ALLEGIANCE HEALTHCARE CUT	04/21/2008	04/21/2008				In
1341	CSE_AURIA, INC. - WHIMAN	04/21/2008	04/21/2008				In
1340	CSE_CARDINAL SOURCE	04/21/2008	04/21/2008				In
1339	CSE_ALBERTSON'S	04/21/2008	04/21/2008				In
1338	CSE_ALBERTSON'S	04/21/2008	04/21/2008				In
1335	CFA-CONSORTA	04/21/2008	04/22/2008			CONSORTA	Event In
1333	CFA-ALBERTSON'S	04/19/2008	04/22/2008			ALBERTSON'S	Event In
1332	CFA-ALBERTSON'S	04/19/2008	04/22/2008			ALBERTSON'S	Event In
1330	CSE_EXPRESS SCRIPTS, INC.	04/19/2008	04/23/2008			EXPRESS SCRIPTS, INC.	Event W

User's Approvals Listed at Login

At login, users are presented with only the contract management events that they are required to act upon.

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aspect\kblue Connected to: DWALL1 on DWALL1

Contract Name: CONSORTA Price Group: 107/01/07 - 06/30/09

Current Awards

NDC #	Product	Current Contract Price	Rebate %	Dead Net Contract Price	YTD Units(01/08 - 03/08)	Ann
0002-0263-60	Product 150 60 gram	\$ 12.91	3.00	\$ 12.52	1	
0002-0278-30	Product 246 30 gram	\$ 13.10	3.00	\$ 12.71	1	

Proposed Additions

NDC #	Product	Requested Price	Rebate %	Dead Net Requested Price	YTD Units(01/08 - 03/08)	Ann
0002-0263-60	Product 150 60 gram	\$ 12.91	3.00	\$ 12.52	1	
0002-0278-30	Product 246 30 gram	\$ 0.00	3.00	\$ 0.00	1	

Revised Pricing Request:

NDC #	Product	Revised Price	Revised Dead Net Price	Final Price	Final Dead Net Price
0002-0263-60	Product 150 60 gram	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00
0002-0278-30	Product 246 30 gram	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00

Gross Value Diff.
Net Value Diff.

Submit Request Calculate Cancel Exp

Analyze Profit and Submit

- **Add New Products**
Users can also add new products to a contract, and calculate the award information for the new product.
- **Analyze Profitability and Submit**
Users can then analyze the profitability of the change, and submit the request for approval.

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SOLUTION CAPABILITIES STRONG COMPONENTS

Price Analysis Across All Contracts

Contract Managers can then use the request form to analyze the impact of the contract changes and use the Price Analysis Worksheet to review the price adjustment data for the product against the pricing for the product across all other contracts.

The screenshot shows the 'Contract Analytics Tool' interface. At the top, it says 'Contract Analytics Tool' and 'Aspect Consulting, Inc.'. Below that, there are navigation tabs: 'EVENT | REPORTS | SALES REPORTS | MAINTENANCE | MISCELLANEOUS'. The main content area shows a table with columns: 'Event Description', 'Date Created', 'Expected Reso', and 'Contract'. Below this is a table with columns: 'Market Class', 'Contract', 'NDC #', 'Product', 'Cost of Goods', 'Current Price', 'ADM/MKT', and 'Rebat'. The table contains multiple rows of data for various products and contracts.

Market Class	Contract	NDC #	Product	Cost of Goods	Current Price	ADM/MKT	Rebat
CONSULPH	INNOVATIX	0002-0263-60	Product 190 60 gran	\$ 8.19	\$ 12.91	3.00 %	
CONSULPH	INNOVATIX	0002-0278-30	Product 246 30 gran	\$ 4.65		3.00 %	
CONSULPH	MANAGED HEALTH	0002-0278-30	Product 246 30 gran	\$ 4.65	\$ 13.30	3.00 %	
CONSULPH	PHARMACARE DTY	0002-0263-60	Product 190 60 gran	\$ 8.19		3.00 %	
CONSULPH	PHARMACARE DTY	0002-0278-30	Product 246 30 gran	\$ 4.65		3.00 %	
FOODOOMB	PUBLIX SUPER MF	0002-0263-60	Product 190 60 gran	\$ 8.19	\$ 23.25		
GENDIST	CEDARDALE LLC	0002-0278-30	Product 246 30 gran	\$ 4.65	\$ 12.63		
HSPGROUP	ARMADA HEALTH	0002-0278-30	Product 246 30 gran	\$ 4.65		3.00 %	
HSPGROUP	CONSORTA	0002-0263-60	Product 190 60 gran	\$ 8.19	\$ 12.91	3.00 %	
HSPGROUP	CONSORTA	0002-0278-30	Product 246 30 gran	\$ 4.65	\$ 13.10	3.00 %	
HSPGROUP	H.C. PHARMACY C	0002-0278-30	Product 246 30 gran	\$ 4.65	\$ 16.38	2.00 %	
HSPGROUP	MEDASSETS HSCA	0002-0278-30	Product 246 30 gran	\$ 4.65	\$ 14.32	3.00 %	
HSPGROUP	NOVATION	0002-0263-60	Product 190 60 gran	\$ 8.19	\$ 13.18	5.00 %	
HSPGROUP	NOVATION	0002-0278-30	Product 246 30 gran	\$ 4.65	\$ 14.62	5.00 %	
HSPGROUP	PREMIER PURCHA	0002-0263-60	Product 190 60 gran	\$ 8.19	\$ 12.91	3.00 %	
HSPGROUP	PREMIER PURCHA	0002-0278-30	Product 246 30 gran	\$ 4.65		3.00 %	

Armed with a more complete picture of the effect on the bottom line, the contract manager can then make a better business decision to approve or deny the request.

Track and Calculate Shelf Stock Adjustment Rebates

Following approval of a price adjustment, the solution allows you to perform shelf stock adjustment tracking and rebate calculation so that your award calculation for the contracting organization is sure to be correct for existing shelf stock. The solution makes calculations based on the original price vs. the revised price and unit/sales for the contracted item, and alerts the appropriate approvers.

Automatic Contract Renewal Notification

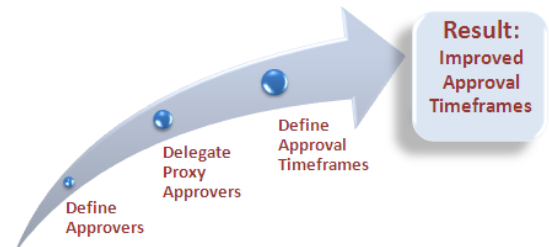
Through an interface with your contract management system, the Contract Event Management Tool will notify you of pending contract expiration. Contract Managers can use the price analysis tools to analyze and make adjustments to award information and find the most profitable terms, prior to contract expiration.

Customize the Approval Workflow

The Contract Event Management Tool lets you customize approval workflow by defining escalation time frames and an approval chain of command.

Flexible administration tools let you:

- Define the escalation workflow, chain of command, and escalation timeframes.
- Delegate approval authority from one user to another.
- Choose days to exclude from the escalation



calculation

Automated and Centralized Housing of all Contract Changes for Full Regulatory Compliance

The built-in approval hierarchy and audit trail of authorizations make the application fully SOX compliant. Contract Addendums are stored with the record of approval in one centralized database for complete accountability.

In addition, built-in price analysis tools help you to see the impact on, and thus preserve government price thresholds.

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SOLUTION CAPABILITIES FEATURES LIST

Feature	Result
Automated Contract Change Requests	Field reps can quickly calculate price changes.
	Field reps can easily submit the request for approval.
	Field reps are empowered with important and timely information.
	Contract Managers are automatically notified of contract expiration, expediting contract renegotiation.
	Contract Managers are automatically notified of shelf stock adjustment events, enabling the contract manager to ensure that award calculations for existing shelf stock are correct.
Price Adjustment Analysis	Change rebate percentage, product price and see the effect on net profit across all contracts for that product.
	Contract Managers can quickly analyze the effect on the bottom line.
Customizable Approval Workflow	Easy-to-define approval chain of command.
	Users presented with own work lists; see only the price changes that they are required to act on.
	Easily set proxy approvers and escalation time frames so that price adjustments are expedited quickly.
Regulatory Compliance	Price analysis tools help to preserve government pricing thresholds.
	Authorization and approval responsibility are maintained and can be reported upon for regulatory (SOX) compliance.
Coming Soon with Release 2.0... What If Profit/Loss Scenarios	Import existing contract terms and real historical data to create contract templates.
	Easily run a variety of "What If" scenarios against contract templates using historical sales data to examine the profit and loss of each scenario.
	Produce analytical reports that show the ramifications of each scenario for ease in contract negotiation analysis.

BRINGING IT ALL TOGETHER

Aspect Consulting has designed an innovative tool that can help you manage the complex contract price adjustment lifecycle, while also enabling you to determine, analyze, and predict the key indicators that encourage additional sales and increase profitability, all in one complete package.

REALIZE A SIGNIFICANT RETURN ON YOUR INVESTMENT

Contact Aspect Consulting today for a product demonstration and we can show you the kind of ROI that the Contract Event Management Tool can produce for you.



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CONTRACT EVENT MANAGEMENT TOOL

COMING SOON WITH VERSION 2.0

WHAT IF SCENARIOS FOR SMARTER CONTRACT RENEGOTIATION

Apply What If Scenarios to Determine Best Price Ramifications

Is the task of analyzing the profit/loss scenarios surrounding contract renegotiating labor intensive? Does your analysis take multiple tools, data sources, and administrative effort to complete?

Do you address these questions on a regular basis?

What If?	•What if the mix of products changes on a rebate?
	•What if the contract price is lowered?
	•What if the contract stays the same and my cost of goods goes up?
	•What if the contract entity increases their volume?
	•How will the changes to the contract effect the "best price"?

The **Contract Event Management Tool** can help you find the most profitable answers to these questions, and many more.

The application accesses existing contract terms and real historical data to build templates or scenarios. The tool lets you adjust the variables of each scenario, and produce analytical reporting to show the ramifications of each change.

Choose the Most Effective Scenario for Profitability

With CAT What If Scenarios, you can choose the most effective scenario for profitability, changing variables such as:

- Contract type
- Costs
- Fees
- Rebate percentage
- Product price

As a result, you gain a better picture of the overall value of a given contract for smarter contract renegotiation.

In addition, scenarios can be submitted for approval, and follow the complete approval workflow.

Approvals and scenarios are stored together within the tool's database for ease in accountability reporting, resulting in stronger regulatory compliance.

RUN
"WHAT IF"
SCENARIOS
WITH THE WHAT
IF WORKSHEET

