

Contract Event Manager

Automate the Workflow Surrounding Contract Price Adjustments

Boost Your Competitive Advantage and Reduce the Administrative Costs Surrounding Contract Event Management

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 price adjustment workflow by implementing Aspect's **Contract Event Manager** solution.

Contract Event Manager 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 calculate and analyze the impact of complex pricing changes on your profitability, all in one complete solution.



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!”-

Aspect client



Contract Event Manager

Solution Capabilities

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 Manager 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. Those designated as Contract Managers are immediately notified of a request. Target completion dates prevent missed deadlines or by-passing of required steps.

Contract Event Manager

EVENT | REPORTS | SALES REPORTS | MAINTENANCE | MISCELLANEOUS

aspect\kblue Connected to: DWAL11 on DWAL11

Contract Name: CONSORTA Price Group: 1/07/01/07 - 06/30/09

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 Note Date
1345	CBE_EXPRESS SCRIPTS, INC.	04/21/2008	04/23/2008	
1345	CBE_PHARMACARE DYNAMIC MGMT	04/21/2008	04/21/2008	
1342	CBE_ALLEGIANCE HEALTHCARE CUS	04/21/2008	04/21/2008	
1341	CBE_ANDA, INC./ACHUMAN	04/21/2008	04/21/2008	
1340	CBE_CARDINAL SOURCE	04/21/2008	04/21/2008	
1339	CBE_AMERINET, INC.	04/21/2008	04/21/2008	
1338	CBE_ALBERTSON'S	04/21/2008	04/21/2008	
1335	CPA_CONSORTA	04/21/2008	04/22/2008	
1333	CPA_ALBERTSON'S	04/19/2008	04/22/2008	
1332	CPA_ALBERTSON'S	04/19/2008	04/22/2008	

User's Approvals Listed at Login

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

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.

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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 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	\$ 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

Add New Products

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.



Contract Event Manager

Solution Capabilities

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.

Contract Event Manager

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connected to: DWACL on DWACL

aspect/kblue

Event Description	Date Created	Expected Reso	Contract
CFA - CONSORTA	04/21/2008 09:13	04/24/2008 10:13	CONSORTA

Export To Excel

*Sales may be inflated due to the indirect markup.

Market Class	Contract	NDC #	Product	Cost of Goods	Current Price	ADM/MKT	Rebat
CONSULPH	INNOVATIX	0002-0263-60	Product 190 60 gran	\$ 0.19	\$ 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 D11	0002-0263-60	Product 190 60 gran	\$ 0.19		3.00 %	
CONSULPH	PHARMACARE D11	0002-0278-30	Product 246 30 gran	\$ 4.65		3.00 %	
FOODCOMB	PUBLIX SUPER MA	0002-0263-60	Product 190 60 gran	\$ 0.19	\$ 23.25		
GENDIST	CEADARDAE 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	\$ 0.19	\$ 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 HSCJ	0002-0278-30	Product 246 30 gran	\$ 4.65	\$ 14.32	3.00 %	
HSPGROUP	NOVATION	0002-0263-60	Product 190 60 gran	\$ 0.19	\$ 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	\$ 0.19	\$ 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.

Automated Contract Renewal Notification

Through an interface with your contract management system, the Contract Event Manager will notify you of pending contract expiration.

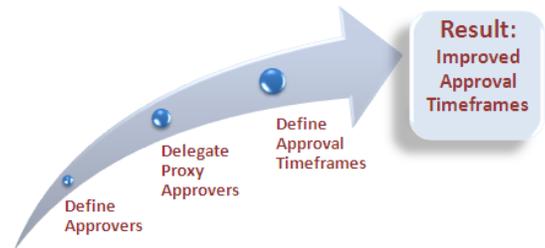
Contract Managers can use the price analysis tools to analyze and make adjustments to award information and find the most profitable terms, prior to contract expiration.

Customize the Approval Workflow

The Contract Event Manager 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.



Contract Event Manager

Solution Capabilities Features List

Feature	Benefits
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.
Price Adjustment Analysis	Users can 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, and approve adjustments only when warranted.
Customizable Approval Workflow	Easy-to-define approval chain of command.
	Each user is presented with his or her own work list; users see only the price changes that they are required to act on.
	Administrators can easily set proxy approvers and escalation time frames so that price adjustments are expedited quickly.
Regulatory Compliance	Price analysis tools help users preserve government pricing thresholds.
	Authorization and approval responsibility are stored and maintained, and can be reported upon for regulatory (SOX) compliance.

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 Contract Event Manager can produce for you.

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