Vistex® | Now it all adds up®



Vistex for Life Sciences

Government Pricing for Medical Devices

Improve profitability. Control compliance. Reduce risk.



Disconnected systems make it easy for a rebate miscalculation or an outdated VA/FSS price to slip through. The cost shows up as lost revenue, a failed audit, or a contract dispute that takes months to resolve. As government contracts and reporting requirements grow more complex, medical device manufacturers face increasing pressure to maintain accurate pricing and compliance.

Vistex enterprise software solutions for government pricing bring that exposure under control. By connecting the data, contracts, pricing, rebates, chargebacks, validation, reporting, and audit trail needed to manage government pricing, Vistex helps medical device manufacturers automate critical processes. The result is greater visibility into pricing and financial results, improved accuracy, reduced revenue leakage, streamlined operations, and strengthened compliance.

Foundation for Confident Government Pricing

Accurate
Maintain accurate contract, pricing, transaction, and rebate data across government programs

Traceable
Gain end-to-end visibility into contracts, pricing, transactions, rebates, chargebacks, and results

Adaptable
Configure rules and processes to support changing requirements, contracts, and business models

Government Pricing Capabilities



Government Contract & Pricing Management
Centralize VA/FSS and other govt. agreements, pricing, terms, and conditions to improve control and support accurate contract maintenance.



Data Integration and Validation
Bring together pricing, transactions, rebates, chargebacks, contracts, product data, and other relevant sources with centralized validation and governance.



Rebate and Chargeback Management
Automate validation, calculation, tracking, reconciliation, and settlement of govt. rebates and chargebacks.



Compliance and Reporting
Support govt. reporting requirements with validation checks, configurable processes, and the data visibility needed to support compliance.



Reconciliation and Traceability
Trace pricing and financial results back through the underlying data to support investigation, reconciliation, and audit requirements.



Regulatory Flexibility
Adapt pricing, contract, and compliance processes as govt. requirements and business needs evolve.

Business Value

Improve Contract Compliance and Accuracy
Apply consistent, configurable rules across govt. contracts, pricing, rebates, and chargebacks.

Reduce Revenue Leakage
Improve visibility into pricing, discounts, rebates, chargebacks, and contract terms to identify discrepancies and recover lost revenue.

Streamline Rebate and Chargeback Processes
Reduce manual effort and improve the speed and accuracy of validation, reconciliation, and settlement.

Increase Operational Efficiency
Replace fragmented, time-sensitive processes with connected workflows and automation.

Strengthen Audit Readiness
Maintain traceability across contracts, transactions, pricing, and financial results to support investigations and audits.

Gain Greater Visibility
Understand the data and pricing decisions behind govt. results with connected analytics and reporting.

Greater Control Across the Government Pricing Lifecycle



1. Connect Data

Bring together the information needed to manage government pricing and contracts across the enterprise.

- Pricing & transactions
- Contracts & agreements
- Rebates & discounts
- Chargebacks
- Product & master data
- External & govt. data

2. Manage Contracts & Pricing

Centralize government agreements, pricing, terms, and conditions to support consistent execution and ongoing contract maintenance.

- VA/FSS contracts
- Government pricing
- Contract terms & conditions
- Price changes & modifications
- Product additions & updates
- Pricing approvals

3. Validate & Calculate

Ensure data is complete, accurate, and governed before it is used in government pricing and financial processes.

- Data quality checks
- Completeness validation
- Business rule validation
- MFC and Tracking Customer
- Exception identification
- Configurable calculations

4. Report & Audit

Generate, validate, and maintain the information required for government reporting, negotiations, and audits.

- Government reporting
- Report validation
- Pricing documentation
- Audit-ready records
- Traceability

5. Report & Submit

Generate, validate, and submit reports to government agencies and maintain audit-ready records.

- Prebuilt regulatory reports
- Report validation
- Electronic submissions
- Audit-ready documentation
- Retention & archiving

Business Outcomes

Reduce compliance risk

Minimize errors, inconsistencies, and exposure to financial and compliance risk.

Improve pricing control

Maintain consistent pricing and contract execution across government programs.

Improve Accuracy

Apply consistent logic to deliver reliable, reproducible results.

Gain Visibility

Understand the data and calculations behind every government price.

Strengthen Audit Readiness

Maintain complete traceability from source data through reported results.



Why Medical Device Manufacturers Choose Vistex

Government pricing errors don't stay small. A miscalculated rebate, an unresolved chargeback dispute, or a VA/FSS pricing discrepancy can mean lost revenue, a failed audit, or a contract negotiation you didn't see coming. When the process is fragmented, the burden of catching every error falls on too few people.

That raises a few critical questions:

Can we trust the data behind our government pricing and contract decisions? Can we quickly identify why a government price or financial result changed? Are our pricing, rebate, and chargeback processes accurate and consistent?

Vistex connects the data and the teams behind it, so accuracy is built into the process, not dependent on heroics, and answering the toughest questions becomes routine instead of a scramble.

How Vistex Adds Value In Medical Devices

Vistex helps medical device manufacturers take control of their most critical revenue processes in an increasingly complex industry. From pricing and CPQ to contracts, rebates, chargebacks, royalties, and compliance, it can be difficult to see where money is flowing or how it drives growth. Vistex solutions deliver visibility and control across the value chain, simplifying contract execution, automating pricing, and uncovering margin insights. By enabling manufacturers to stay competitive, prove product value, and meet regulatory demands, Vistex turns complexity into clarity. Leading medical device companies worldwide rely on Vistex to achieve measurable outcomes and sustainable growth.

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.

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