Vistex® | Now it all adds up®



Vistex for Life Sciences

Government Pricing for Pharmaceuticals

Protect revenue. Control liability. Reduce risk.



One inaccurate AMP, BP, or FCP calculation can trigger a penalty, restatement, or a government audit that takes months to close. For pharmaceutical manufacturers managing Medicaid, Medicare, 340B, VA, and other government pricing programs, the margin for error keeps shrinking as regulations evolve and reporting requirements grow more complex.

Vistex enterprise software for government pricing close that margin. By connecting the data, calculations, validation, reporting, and audit trails behind every government price, Vistex helps pharma manufacturers automate critical processes. The result is greater visibility into results, reduced compliance risk, improved accuracy, and protected margins.

Foundation for Confident Government Pricing

Accurate
Validate data and consistent govt. pricing calculations

Traceable
End-to-end visibility into data, calculations, and results

Adaptable
Configurable rules and processes that evolve with requirements

Government Pricing Capabilities



Automated Govt. Pricing Calculations
Calculate AMP, BP, ASP, Non-FAMP, and other govt. prices using configurable business rules and logic.



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



Compliance and Reporting
Support CMS, state, and other govt. reporting requirements with validation checks and configurable reporting processes.



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



Regulatory Flexibility
Adapt calculations and processes as regulations and business requirements evolve.

Business Value

Reduce Compliance Risk
Minimize errors, inconsistencies, and penalty exposure.

Improve Calculation Accuracy
Apply consistent, configurable logic across govt. pricing processes.

Accelerate Reporting
Reduce manual effort and streamline recurring calculation and reporting cycles.

Strengthen Audit Efficiency
Replace fragmented, manual processes with a more connected approach.

Gain Greater Visibility
Understand the data and calculations behind government pricing results.

Greater Control Across the Government Pricing Lifecycle



1. Connect Data

Bring together pricing, contracts, rebates, chargebacks, transactions, and other relevant data across the enterprise.

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

2. Validate Data

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

- Data quality checks
- Completeness validation
- Business rule validation
- Exception identification
- Data governance
- GL reconciliation

3. Calculate

Automate government pricing calculations using configurable business rules and logic.

- AMP & Best Price
- SPTR
- URA
- PHS (340B)
- ASP (Medicare Part B)
- Non-FAMP & FCP
- MFC and Tracking Customer
- Medicaid Rebates
- Inflation Rebates
- New programs

4. Analyze & Review

Review results, identify exceptions, and trace calculations back to the underlying data.

- Drill down to transactions
- Variance & exceptions mgmt.
- What-if scenarios
- Approvals & overrides
- Full audit trail

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 penalty exposure.

Improve Accuracy
Apply consistent logic to deliver reliable, reproducible results.

Increase Efficiency
Automate processes and reduce manual effort across the lifecycle.

Gain Visibility
Understand the data and calculations behind every government price.

Strengthen Audit Readiness
Maintain complete traceability from source data through reported results.



Why Pharmaceutical Manufacturers Choose Vistex

Government pricing errors don't stay small. A single miscalculation can mean a penalty, a restatement, or a call you don't want to make to leadership. 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 calculations? Can we quickly identify why a price changed? Are our calculations accurate, consistent, and reproducible?

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 Life Sciences

Today's Life Sciences market faces scrutiny over rising costs, tighter innovation funding, proving the value of therapies and products, 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 delivers value to Life Sciences through revenue management by leveraging real-world evidence and outcomes, breaking down silos, validating and exploiting data, and identifying the most profitable plans to satisfy stakeholders.

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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