Making Sure It All Adds Up:

5 MUST HAVE

Capabilities for Life Sciences Revenue Management

How do medical device and pharmaceutical manufacturers benefit from automating their revenue management process?

- Knowing their true net pricing
- Enabling measurement of top line sales and bottom line margins
- Identifying their profitability for all revenue programs

Life Sciences company revenue management plans should include these 5 fundamentals:

1. Strategic Planning

Real-time forecasting via data analytics to define discounts, special pricing agreements, and rebate strategies, plus gain reliable bid and contract plans

2. Accruals & Gross-to-Net

Accurate general ledger, accrual account updates, and reporting at the contract, product, brand, or customer level

3. Strategic Analytics

Data translated into real-time trends and accurate forecasts

4. Contract Authoring Collaboration

Web-based, dynamically shareable, updateable digital contracts, with pre-set pricing rules, compliance standards, and guidelines

5. Managed Markets

Transparency in rebate models and payments for better partner collaboration

In the end,

accurate data that is housed in a structured repository leads to **deeper insights, which lead to greater profits, customer satisfaction, and retention.**

Download the eBook, Life Sciences Revenue Management: 5 Must-Have Capabilities

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.

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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