

Gain Unparalleled Transparency in an Age of Hidden Risk

The Big Squeeze: Growth in 340B compounds with other margin pressures

The 340B program grew over 16% in 2023 despite many contract pharmacy integrity programs put in place by manufacturers. Growth continues to accelerate as several states have passed bills that re-expose manufacturers to significantly greater contract pharmacy-based 340B volume; dozens of other states have introduced similar bills that will eventually be signed into law.

Combined with contracting and access liabilities, these trends increase manufacturers' exposure to rebate claim double dipping and overlapping of multiple discounts. 340B program growth inherently elevates the risk that manufacturers may be under water on a prescription claim without even realizing it.

IQVIA can help manufactures address information gaps and gain much needed transparency.

IQVIA's **Enhanced Master Data Rebate Management (ERMDM)** solution helps manufacturers to identify duplicate claims and manage gross-to-net.

Incorporating proprietary technology and bridging methods, IQVIA uses its vast data assets to enrich raw rebate claims data in both pharmacy and medical claims with the missing elements needed to determine accurate 340B status. These elements include such data fields as 340B modifier codes, prescriber NPIs, 340B site-of-care affiliations, and more.

Even with existing processes in place, IQVIA can complement and supplement a manufacturer's current validation activities to identify and mitigate significant revenue leakage risk.

IQVIA's ERMDM solution will quickly become a critical tool in a manufacturer's pursuit of transparency, insights, and compliance in contract administration.

CRITICAL CHALLENGES IQVIA CUSTOMERS ARE FACING:

- Lack of internal stakeholder **awareness** of 340B
- Deeper **340B insights are unattainable** due to holes in source data
- **Pricing** strategies need to consider future 340B (and Medicaid) discount rates and overlaps
- **Sales force and market access** teams are often 'scaling negative margin volume' with indiscriminate targeting and lack of discount stacking insights
- Manufacturers are **losing the policy fight** and are inadequately prepared for accelerating 340B exposure
- **Contract operations teams are put in an untenable position** to address duplicate discounts with limited data and prohibitive contract terms, while being pressured internally to not disrupt key customer relationships
- **Difficulty in identifying these duplicate claims can lead to millions of dollars in overpayment and negative gross-to-net**

How ERMDM can benefit your team:

- **Contract operations:**
 - » Support contract compliance through sustainable operational mitigation of 340B duplicate discount risk
 - » Increase transparency and financial insights around contracted volume
 - » Improve contract terms over time across customer accounts and develop *sustainable operational processes* to mitigate existing and future revenue leakage
- **Risk exposure lists:** Understand where your contracted portfolio may be exposed to compliance risk from bad actors, precluded and excluded providers, etc.
- **Policy and advocacy:** Understand the impact that state and national level policies will have on the portfolio's gross-to-net so the organization can plan accordingly

ERMDM Integrated Business Insights

- Outlier analytics
- Audit "smart sampling"
- State CP Access Law 340B re-exposure
- Patient definition: Double trouble
- Banked accumulated exposure



Talk to IQVIA's contract and revenue management experts to learn more about our ERMDM solution



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