



Shape the future  
with confidence

# Brochure for revenue enhancements

EY Life Sciences Solutions  
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The better the question. The better the answer. The better the world works.

## Services offered

### 01 Technology enabled services

- Product return credit analysis services
- Deduction claims processing analysis services (e.g., rebates, failure to supply, shortages)

### 02 Contract compliance assessments

- Third-party contract compliance assessments with entities such as wholesalers, specialty distributors, specialty pharmacies, pharmacy benefit managers (PBMs), group purchasing organizations (GPOs) and reverse logistics providers.
  - PBM contract compliance assessments may include formulary compliance reviews, controls documentation reviews and sample prescription claims documentation reviews with respect to rebate agreements.
  - Wholesaler contract compliance assessments may include assessments of chargeback operations, membership compliance, restricted product compliance, etc.
  - GPO contract compliance assessments may include a review of admin fees, rebates and membership eligibility with respect to provisions of contractual agreements.
- Royalty/profits sharing assessments
- Internal contracting assessments

## Why Ernst & Young LLP (EY)? History, experience and leading innovation

A long, established and successful history focused on supply and distribution channel analytics

Direct experience assessing wholesaler, specialty distributor, specialty pharmacy, health maintenance organization, pharmacy benefit manager, retailer, group purchasing organization and reverse logistics provider operations

- Experience assessing nearly all third-party entities.
- Our EY professionals are placed strategically throughout the US to help organizations like yours in gaining access to this complex and demanding marketplace.

### 01 Flexibility

- No “out-of-the-box” requirements. We build configurable analytics tailored to your organization’s needs
- Can process virtually any size, scale and complexity of data and support multiple source systems

### 02 Advanced technology that includes robust database platforms, business intelligence and visualization tools provide meaningful data insights to the client’s business and efficient time management

### 03 Innovative analytics technology is combined with deep subject-matter knowledge of our team of professionals to provide comprehensive service delivery

### 04 Solution built on fully configurable and scalable technology infrastructure:

- Robust back-end database technology that can scale in the cloud to any number of products and transactions.
- End-to-end configurability – Every component of the solution is configurable, from front-end user interfaces and experiences to middle-tier and back-end data pipelines, aggregations and analytics.
- Upstream and downstream integration with existing client technologies – This solution can range from being the entire end-to-end solution or a part of an existing solution where it can integrate seamlessly with upstream systems and feed downstream systems with batch or near-real-time integrations.



## Value delivered to enhance revenue

### Product return assessments

Helped clients reduce deduction balances, assessed manufacturers’ returned goods policies, streamlined credit calculations and customer reconciliation, resolved credit disputes, identified promotional/nonreturnable items, identified incorrect unit conversions or unit prices

### PBM

Assisted clients develop stronger contract language to prevent double-dipping on commercial and 340B rebates, identified noncompliant formularies (e.g., formulary rebates being paid at a different tier than listed on the formulary), ineligible prescriptions from invalid pharmacies

### Wholesaler/distributors

Identified wholesalers applying thresholds for processing negative chargebacks to manufacturers, manufacturers paying for duplicate or incorrect chargeback amounts

### Deductions

Identified overcharged market share rebates; failure to supply fees, service fees or any other contractual rebate, fee, discount or adjustment amounts

### Profit share calculations

Identified inaccuracies in profit share statements, assessed profit share calculations, assessed profit share calculation inputs on a sample basis



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Dealing with complex issues of fraud, regulatory compliance and business disputes can detract from efforts to succeed. Better management of fraud risk and compliance exposure is a critical business priority – no matter the size or industry sector. With approximately 4,500 forensic professionals around the world, we will assemble the right multidisciplinary and culturally aligned team to work with you and your legal advisors. We work to give you the benefit of our broad sector experience, our deep subject-matter knowledge and the latest insights from our work worldwide.

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