Alliance Life Sciences
Information Rules.™

www.alscg.com 866-581-4850 sales@alscg.com

Revenue Contract Management Practice

Alliance Life Sciences has a long track record of delivering high quality projects for top-tier pharmaceutical clients. Our team's in-depth knowledge of the constant changes in the industry has helped Alliance to become one of the most sought after consultancies in the space, serving over 30 Pharmaceutical industry clients. Our Revenue Contract Management Practice has built a reputation around a solid history of assisting clients in addressing key business challenges surrounding revenue management including the selection, design, implementation and ongoing maintenance of commercially available solutions and advanced contract analytics platforms

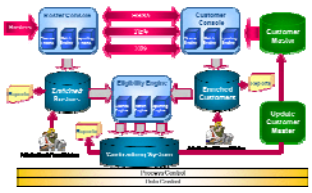
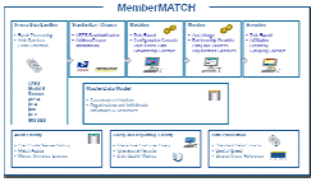
Healthcare Reform presents a new set of challenges to pharmaceutical manufacturers that will require changes to systems, policies and procedures. Some of these challenges require immediate action to establish revised business rules for either pricing or rebate calculations, such as the increase in minimum Medicaid RPU levels, or the changes to AMP definition. Other provisions within the law will establish new procedures or policies, either immediately or over time. These changes include elements such as requirements around 340 (B) program integrity, or the need to provide 50% discounts to Part D patients in the coverage gap. With our history of working with clients to assess and enhance their procedures and systems to meet evolving business challenges, Alliance is well positioned to help client rapidly adapt to those provisions that have not yet been clearly defined, such as the Part D rebate requirements. In addition, Alliance has proprietary solutions to help address some of these challenges, including our MemberMATCH PHS solution.

Alliance can help with:

- Assessing policies and procedures around Medicaid and AMP calculations
- Preparing for Part D Rebate Requirements
- Ensuring compliance with the 340b Integrity provisions of the Healthcare Reform Act

PHS Eligibility Management

Alliance works with clients to examine and improve their membership management procedures with a specific focus around the requirements of the 340b program. The proprietary MemberMATCH solution developed by Alliance can provide a point-in-time perspective on the accuracy of contract eligibility lists as compared to the 340b roster. This solution has also been successfully deployed as service bureau, providing an ongoing feed of cleansed and scrubbed eligibility information that can be easily integrated into any contract management environment. These solutions, combined with process and reporting improvements provided by Alliance, will help clients ensure that they are able to identify and rectify any overcharging that occurs, properly identify any "orphan" drug exclusions, and withstand an audit by HHS of any aspect of their 340b program compliance.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