

CASE STUDY

Pharmaceuticals – Rebate Verification

Client:

Global pharmaceuticals company operating in over 60 countries with more than 30,000 employees.

Problem:

Need to verify rebates being claimed by various distribution partners (dealers) each month. Different rules and data formats being supplied by each partner.

Solution:

Scalable and consistent solution to collect, consolidate and verify claims for rebates from each of their distribution partners (dealers).

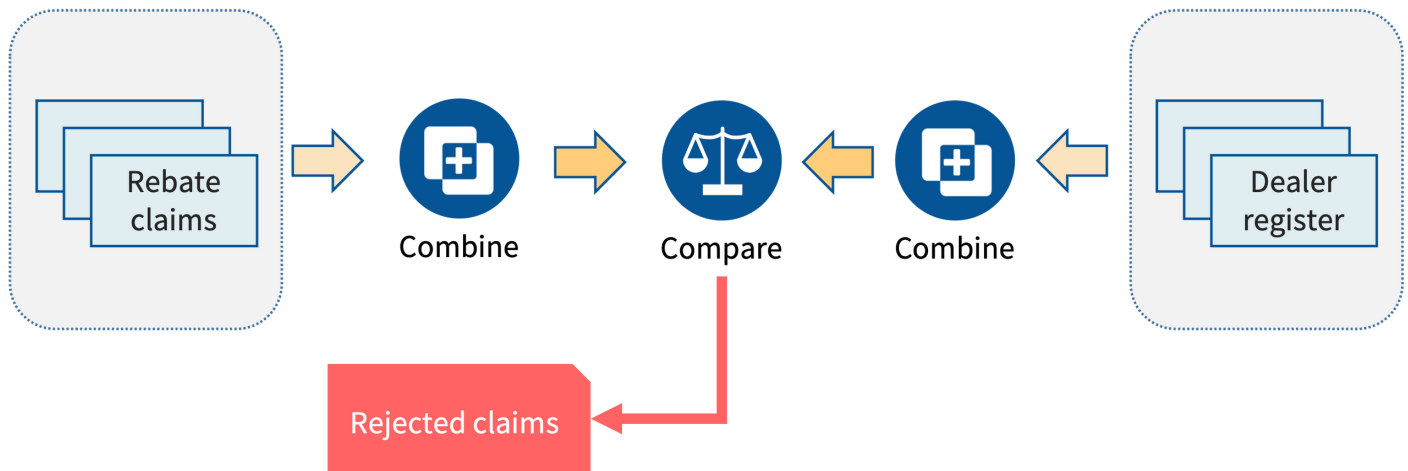
**Before:**

- Each dealer has a different format and data structure, requiring multiple (manual) instances of same process.
- Difficult to scale (i.e. add a new dealer) to the process.
- Highly dependent on the knowledge of key staff.

After:

- Streamlined into a single process for all dealers, producing a consistent data format.
- Highly scalable model. New dealers can be dropped in as needed.
- Systemised solution that can easily be handed over to new staff members.

THE PROCESS



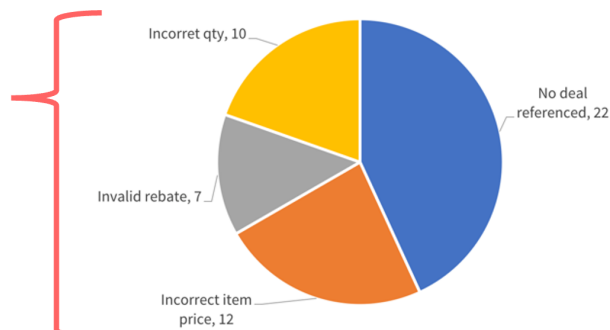
Dealers: Submit their claims for rebates (based on the amount of product they sold during the month) and their understanding of their rebate agreement with the company. Each dealer supplies their claims in a different data format and structure.

Company: Maintains a register for each dealer specifying their rebate rules and calculations. (each register is in a different format and structure).

SolveXia collects and consolidates the rebate claim files and the dealer register files and the compares the rebates being claimed by each dealer to the register (held by the company). Rejected claims and other data issues are extracted and can be sent back to the dealer for verification.

SAMPLE OUTPUTS

Dealer	Rebates claimed	Verified	Not verified
All Life Pharma	2,232	2,211	21
Bluepoint distribution	1,234	1,183	51
Alpha X	1,532	1,342	190
Health Life Plus	732	672	60
Platinum distribution	411	410	1



Verification status of rebate claims for each dealer and a breakdown of the different reasons for claims that failed verification.

REASON	PARTNER	SKU	DEAL NO	CUSTOMER NO	CUSTOMER NAME	INVOICE NO	DATE	DESCRIPTION	INVOICED QTY	LINE TOTAL	CLAIM NO	REBATE AMOUNT
No deal reference	Alpha X	2342421	42343242	89343	XXXXXXXXXXXXXXXXXXXX	983453222	20/9/17	HEADACHE RELIEF	6	\$ 26.39		\$ 19.79
No deal reference	Alpha X	2342421	42343242	89343	XXXXXXXXXXXXXXXXXXXX	983453223	18/9/17	HEADACHE RELIEF	6	\$ 14.36		\$ 10.63
No deal reference	Alpha X	2342421	42343242	89343	XXXXXXXXXXXXXXXXXXXX	983453230	19/9/17	HEADACHE RELIEF	6	\$ 62.88		\$ 45.90
No deal reference	Alpha X	2342421	42343242	89343	XXXXXXXXXXXXXXXXXXXX	983453364	19/9/17	HEADACHE RELIEF	6	\$ 78.28		\$ 56.36
No deal reference	Alpha X	2342421	42343242	89343	XXXXXXXXXXXXXXXXXXXX	983456888	14/9/17	HEADACHE RELIEF	6	\$ 2.11		\$ 1.40
No deal reference	Alpha X	2342421	42343242	89343	XXXXXXXXXXXXXXXXXXXX	983413355	19/9/17	HEADACHE RELIEF	6	\$ 50.16		\$ 41.63
No deal reference	Alpha X	2342421	42343242	89343	XXXXXXXXXXXXXXXXXXXX	986936978	19/9/17	HEADACHE RELIEF	26	\$ 371.64		\$ 278.73
No deal reference	Alpha X	2342421	42343242	89343	XXXXXXXXXXXXXXXXXXXX	983693736	8/9/17	HEADACHE RELIEF	20	\$ 179.50		\$ 147.19
No deal reference	Alpha X	2342421	42343242	89343	XXXXXXXXXXXXXXXXXXXX	983708168	22/9/17	HEADACHE RELIEF	12	\$ 37.64		\$ 24.09

Extract of rebate claims that failed the verification.

KEY METRICS



AROUND 3,000 CLAIM RECORDS
PROCESSED EACH MONTH.



AUTOMATED SOLUTION RUNS IN
UNDER 20 MINUTES.



AUTOMATED FOR SIX DEALERS. EASY
TO SCALE FOR ADDITIONAL
DEALERS.



AUTOMATION CONFIGURED WITH
LESS THAN 10 DAYS OF EFFORT.



OVER 160 STEPS AUTOMATED.



EXCEL BASED VALIDATION
REPORTS.

ABOUT SOLVEXIA

SolveXia is an automation, data management and analytics platform used by banks, general and life insurers and other companies. The tool is particularly well suited to complex and specialised processes that are repetitive and would otherwise rely on spreadsheets, Access databases or macros. Users automate processes by configuring a series of drag-and-drop “robots” capable of collecting, validating, transforming and calculating data.

SolveXia executes processes faster (at least 10x), produces more credible and consistent information and enforces transparency and audit controls. By doing so, organisations are more easily able to achieve strategic objectives in areas such as compliance, customer/partner engagement and risk-mitigation.