

# HCP Fair Market Value: Solutions that are Simple, Global and Defensible

*IQVIA's compliance experts deliver a comprehensive suite of Fair Market Value solutions tailor-made to your specific needs*

## Guidance, Technology and Compliance Services to Help You Succeed

From expert consulting and game-changing technology to efficient compliance services, IQVIA helps ensure all your HCP engagements are compliant and defensible. We guide life sciences companies of all sizes to provide innovative end-to-end solutions for each company's unique FMV challenges.

### FMV FOR EXTERNAL EXPERTS

IQVIA provides global, end-to-end solutions for determining the Fair Market Value ("FMV") of services provided by over 400 different labor specialties of healthcare professionals (HCPs), non-HCPs (e.g., reimbursement specialists, formulary committee members), and patients in over 150 countries.

Our FMV assessments and tiering methodologies are based on deep experience and a proprietary methodology that utilizes actual compensation data established in robust and deep labor markets. Because our FMV rates are not based on payments to HCPs by life sciences companies, our assessments are independent of possible kickbacks and overpayments. Our international FMV assessments are based on compensation surveys and a proprietary indexing methodology where reliable compensation data may be unavailable.

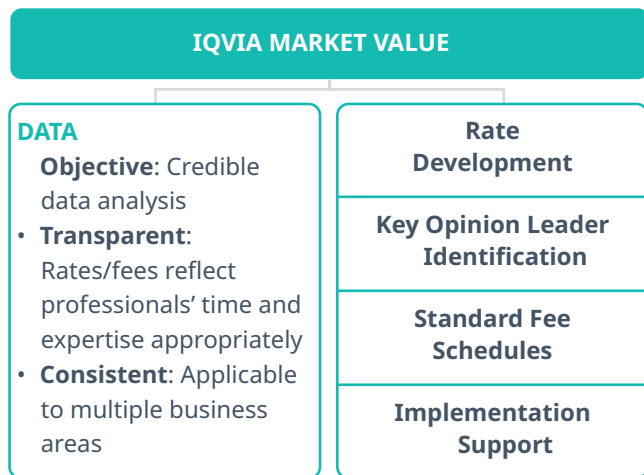


### RATES PLUS EXPERTISE AND INSIGHTS

We deliver hourly and activity (e.g., advisory boards, speaker programs) rates for hundreds of labor specialties across the globe. But, we don't just give you rates and call it a day. Our experts will partner with you every step of the way to create your process, train your team and ensure that crucial change management occurs in an effective and efficient manner. In addition to rates, we provide:

- Custom tiering and FMV analyses
- Country specific regulation and industry code rate caps
- Outsourcing of global tiering and background screening
- Innovative technology that supports end-to-end management of the FMV function and HCP engagement
- Change management that supports FMV implementation

## By Leveraging Data, IQVIA Delivers an FMV Solution Custom-Made for you



### LEVERAGE OUR INNOVATIVE TECHNOLOGY

IQVIA provides a variety of products supporting your engagement with HCPs along the HCP continuum. From simply assessing FMV to HCP engagement and management of specific activities, we provide a robust suite of technologies to make HCP engagement seamless and efficient.

## IQVIA™ Fair Market Value Navigator

Our easy-to-use online portal provides access to hourly and standard activity rates for over 400 standard HCP and non-HCP specialty areas.

### FEATURES INCLUDE:

- Fee schedules for standard activities (e.g., advisory board, speaker program)
- Hourly rates that can be used to calculate the FMV of unique or uncommon HCP activities
- Rates separated by percentile so you can determine what percentile to pay each tier
- Ability to download rate cards and FMV methodology

IQVIA's global consulting experts will help you create, implement and manage comprehensive compliance procedures



## IQVIA™ HCP Management Portal

This series of modules is used to enrich the data associated with HCPs, that is vital for selection and contracting—yet not commonly stored in a customer master, or other CRM applications.

Each module can be used as a standalone tool, or can be integrated with a IQVIA's Provider Engagement Management system delivering comprehensive information. The HCP Management Portal can be configured to meet individual methodologies, or IQVIA can implement predefined scoring and FMV methodologies. The modules are:

### KEY OPINION LEADER (KOL) TIERING MODULE

- Provides a standardized process for the lookup of KOL tiers or submission
- Ensures a consistent process, based around best practices to ensure equal evaluation of KOL tiers

### FAIR MARKET VALUE (FMV) RATE CALCULATION MODULE

- Allows for FMV rate lookup or calculation, with online calculator
- Provides enterprise-wide access to FMV rate cards
- Introduces workflows for rate approval and establishes business rules for auditable exclusions to FMV ranges

### HCP BACKGROUND SCREENING MODULE

- Performs due diligence and screening of HCPs against exclusion lists, sanctions, and medical malpractice
- Integrates with 3<sup>rd</sup> Party background screening providers to quickly trigger requests for individual checks
- Stores background screening results in a central location for easy lookup

### CONTACT US

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