

Detailed Sales Reporting (867)

Gain visibility into critical downstream product activity by leveraging the power of IQVIA's ValueTrak platform to manage your distributor sales data (867) and deliver reporting and analytics, complete with customizable reporting, alerts, and dashboards

Today's reality

In order to achieve commercial success, it is more critical than ever to stay apprised of product sales from distribution centers into outlet locations (pharmacies, hospitals, clinics, etc.) in near-real-time to gain insights about product sales, returns, and transfers.

Establishing clean data and key performance indicators (KPIs) via business dashboards and alerts that surface gaps or trend breaks in downstream product movement is a must-have so that you can identify new opportunities or immediately inform corrective actions.

The ValueTrak difference

ValueTrak's superior data management process ensures your data is clean, available, and actionable with consistent identifiers and attributes. The fully mastered data also enables integration of 867 data into incentive compensation models to assess the effectiveness and performance of your sales teams or incorporation into financial reporting to help assess the impacts of contracting activities including commercial, 340B, and other government programs.



WITH IQVIA'S VALUETRAK, YOU GET:

- Superior data management practices that ensure data is cleansed and normalized for consistency across providers and data assets
- Turnkey integration of 867 data with other IQVIA assets leveraged within your organization including OneKey and drug distribution data (DDD) offerings
- A cloud-based platform that provides scale and allows you to easily expand your data footprint as your business grows
- On-demand reporting and dashboarding through the ValueTrak Report Builder and business intelligence visualization tools

Accurate, actual, actionable data provides visibility into supply chain performance at downstream entities



More accurate pipeline inventory forecasting



Integration with existing internal assets or other IQVIA deliverables including DDD, OneKey, and others



Exception settings support automated notifications for potential outliers



One platform to manage all your commercial and government contract programs (867)

Sales operations effectiveness:

Determine the effectiveness of sales and marketing spend across custom territories and regions by measuring the success of your sales force. Support incentive compensation reporting and integrate account ownership and territory alignments to measure sales performance and drive sales in specific markets.

Supply chain visibility:

Leverage accurate, actual, actionable data from channel data partners to gain critical, near-real-time insights about product sales, returns, and transfers. Develop trends around seasonality and prepare for variations in demand and returns throughout the product lifecycle.

Financial reporting:

Assess manufacturer exposure to the 340B program and analyze government and commercial contracting activity to support gross-to-net report processes.

Maximize visibility into 100% of your downstream activities:

Leverage ValueTrak's Market Visibility Services and gain insight into activities that are normally blocked and blinded. *(Enhanced ValueTrak service - requires additional subscription from IQVIA)*

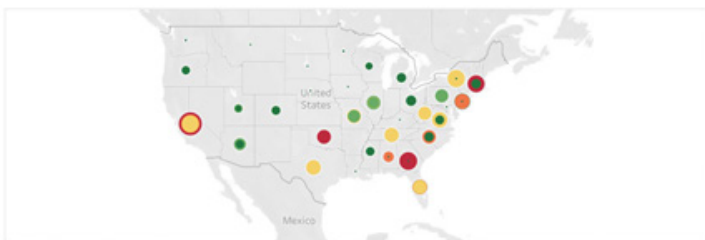
APPLICATION AND BUSINESS USES

- ValueTrak
- Downstream supply chain visibility
- Incentive compensation
- Financial reporting

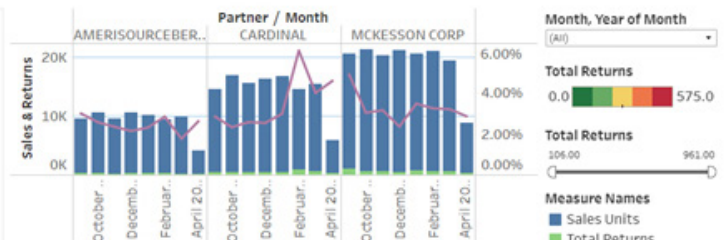
ValueTrak's flexible reporting interface supports the creation of customized supply chain dashboards and KPIs

Returns DC Monitoring

Total Sales
333,918.00



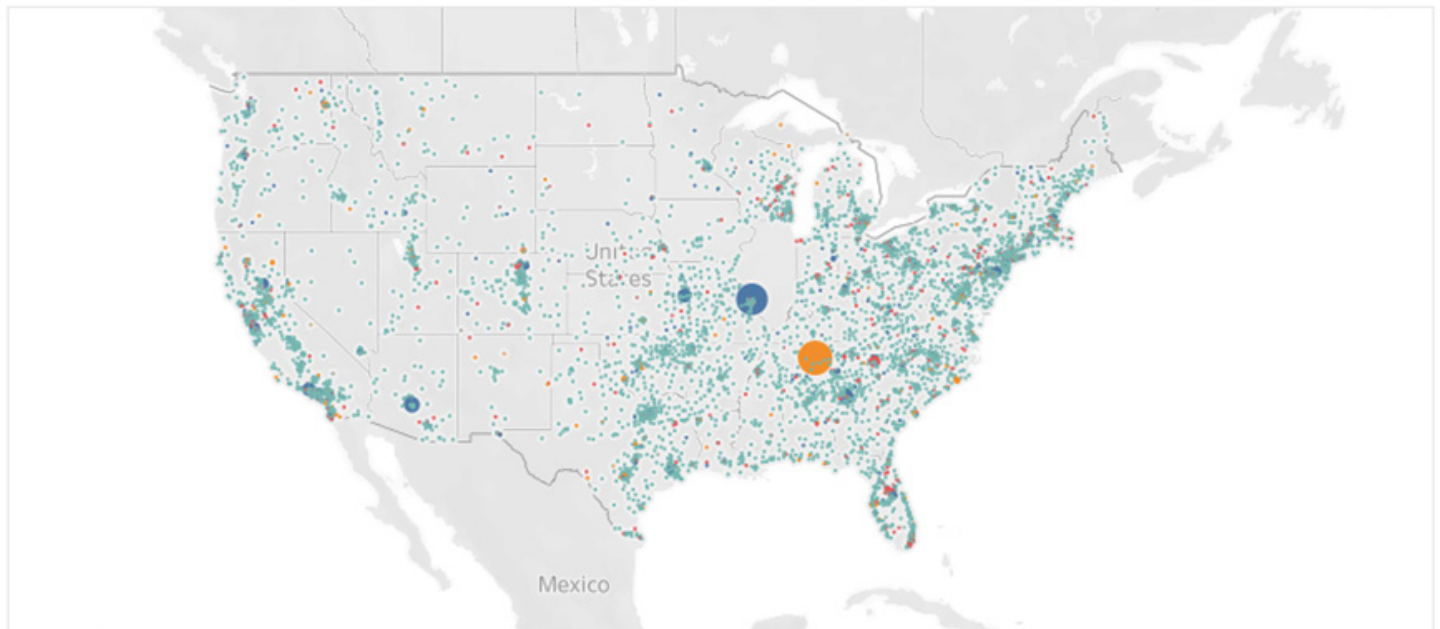
Total Returns
10,409.00



Partner	Month, Year of ..	Sales Units	852 Returns To Morgu..	852 Returns To Usable..	Morgue Inv. Units	Rtn Morg as % of Sales	Total Returns	Total Rtn as % of Sales
AMERISOURCEBER..	September 2019	9,266.00	0.00	277.00	433.00	0.00%	277.00	2.99%
	October 2019	10,413.00	0.00	267.00	428.00	0.00%	267.00	2.56%
	November 2019	9,412.00	0.00	220.00	528.00	0.00%	220.00	2.34%
	December 2019	10,424.00	0.00	222.00	428.00	0.00%	222.00	2.13%
	January 2020	9,997.00	0.00	230.00	438.00	0.00%	230.00	2.30%
	February 2020	9,144.00	0.00	259.00	602.00	0.00%	259.00	2.83%
CARDINAL	March 2020	9,772.00	0.00	171.00	432.00	0.00%	171.00	1.75%
	April 2020	4,070.00	0.00	106.00	433.00	0.00%	106.00	2.60%
	September 2019	14,197.00	1.00	402.00	272.00	0.01%	403.00	2.84%
	October 2019	16,570.00	3.00	381.00	250.00	0.02%	384.00	2.32%
	November 2019	15,240.00	2.00	389.00	256.00	0.01%	391.00	2.57%

Align 867 data to sales territories and create customized dashboards to measure critical KPIs and identify outliers

Purchasing Geography



Trade Grou... ■ All Other ■ Government ■ Institutional ■ Retail

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DELIVERY INFORMATION

- IQVIA's ValueTrak platform

RELATED OFFERINGS

- DDD
- OneKey
- Market Visibility Pipeline Inventory – *Enhanced ValueTrak service that requires additional subscription from IQVIA*

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