

Kalido® Contract Optimization

Maximize contract ROI through predictive analysis. Realize significant cost savings through rebate/chargeback management. Reduce risk, exposure and redundancy.

To most Life Sciences companies, access to a single source of contracts, rebates, discounts and sales data is out of reach. Similarly, companies lack an auditable and secure “source of record” repository of litigation and tax-held data against which end users can perform analytics or simple run reports.

Without this, timely and accurate validation and payment of commercial managed care and Medicare Part D rebates is arbitrary. As well, development and monitoring customer profile reports to measure account performance metrics is almost impossible.

Core Requirements

A Contract Optimization system must:

- provide access to a single source of contract, rebate, sales and other related data for analysis and reporting.
- establish an auditable and secure “source of record” repository of litigation and tax held data.
- provide analysts and end users with flexible, user-friendly tools that do not limit access to or integration with data from a variety of sources.

Kalido Prescription

At Kalido, we work with our clients to smooth the process of gathering, analyzing and reporting channel data. Kalido’s solution for Contract Optimization is based upon:

- a comprehensive and fully integrated data foundation covering sales, product, market, outlet, prescriber, retail and non-retail sales, share, call detail and more.
- a pre-defined life sciences data model with validation rules and pre-defined reference objects that are easily configured to match your business and are rapidly adaptable to new business requirements.

- a sales and marketing data repository enabling stewards to create, modify and enrich sales and marketing data.
- pre-defined data management workflows that enable an auditable governance process.
- audit and controls for security, user role assignment, a change log and time-stamping of all actions undertaken in the governance process.

What’s unique about Kalido?

The Kalido Information Engine solution for Contract Optimization is based on an integrated data warehouse and master data management platform capable of addressing not just one, but multiple business requirements in parallel.

Configured with a comprehensive business information model in use at numerous global Life Sciences companies, the Kalido Information Engine packaged solution increases deployment speed and reduces risk, yet the solution is quickly customized to your unique requirements.

Kalido’s business modeling capability enables creation of a Business-driven solution for your company that allows you to model and manage your marketing strategy and performance, accommodating the unique requirements for each product, geography or sales channel entity.

This repository for formulary data further allows you to move beyond trend analysis to build a more effective account plan.

The model is developed using your company-specific terminology, definitions and rules, making it easily extensible to include multiple data sets according to company-specific solution requirements. The pre-built nature of the solution reduces tedious manual coding to integrate third-party data and automates BI configuration.

Kalido solutions are typically deployed in ~100 days compared to an industry average of 12-24 months using traditional methods. With Kalido, you get:

Experience — a Life Sciences analytics solution proven in half of the top ten global companies.

Speed — a data foundation with one subject area in ~100 days; additional subject areas in 30-60 days more.

Agility — a solution built for change, as/when/how change occurs.

Self-Service — the power to manage your own data now and in future, as Business change dictates.

Value — fastest to build, easiest to manage, most adaptable to change, lowest cost.

About Kalido

Kalido is a product brand of Magnitude Software, a leading provider of Enterprise Information Management software that drives real business value for customers. Magnitude Software offers a family of award-winning products, from business intelligence and data warehousing to master data management, reporting and analytics.

For more information please visit <http://www.kalido.com>

©2015 Magnitude Software, Inc. All rights reserved.
Magnitude Software and the Magnitude Software logo are trademarks of Magnitude Software, Inc. All other product and company names mentioned herein are used for identification purposes only and may be trademarks of their respective owners.



Frost Tower | 401 Congress Avenue, 29th Floor | Austin, TX 78701
info@magnitudesoftware.com www.magnitudesoftware.com