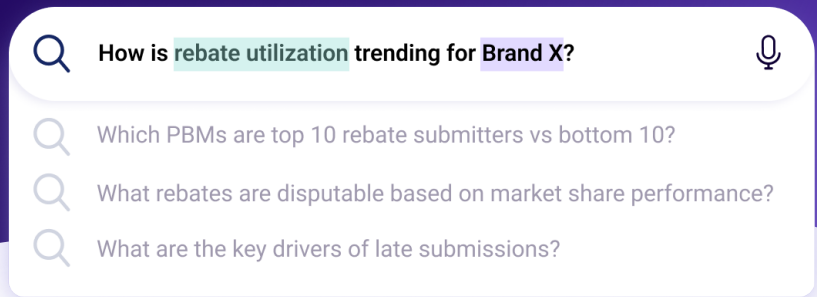


Payer Analytics



Formulary and reimbursement analytics to power intelligent contracting strategies



Payer Analytics Challenges Today

Payer analytics in the pharmaceutical industry is challenging due to complex reimbursement models, a lack of data standardization, and the sheer time-consuming nature of analyzing and extracting meaningful insights out of available data such as drug utilization, claims, medical records, prescription, and patient demographics. Analyzing everything requires sophisticated analytics tools, data integration capabilities, and expertise in data management techniques.

Payer and rebate analytics teams have their work cut out for them, but AI-powered analytics can help.

AI-Powered Analytics for Payer & Rebate Analytics teams





Tellus helps payer analytics and rebates teams make better-informed contracting and reimbursement decisions by connecting disparate data sources— such as prescriber, patient, market, sales, third-party (e.g., IQVIA, Symphony, and others)—and upon having unified views of data, provide:

- A Google-like natural language search interface and AutoViz layer for ad hoc exploration
- Robust automated insights to isolate key drivers, root causes, and anomalies
- Intuitive point-and-click live dashboarding, reporting, and embedded analytics
- Accessible advanced analytics such as AutoML

This approach allows payer analytics teams to self-serve ad hoc analysis to better inform decision-making and become truly data-driven.

Why Tellus for Payer Analytics

Tellus is an AI-powered analytics platform that enables life science organizations to answer ad hoc questions and get faster insights from multiple sources easier, using ML-automation.

-  Get intelligent alerts on shifts in rebate utilization and trend-based insights into areas with highest variance to spot costly fraudulent cases.
-  Create interactive views and answer ad-hoc questions related to any rebate or payer to drive profitability, improved forecasting and budgeting, and price negotiation.
-  Real-time anomaly detection and forecasting.
-  Scheduled and automatable data blending of invoice data, marketshare data, and 3rd party data for access to robust data.

Payer Analytics Use Cases

Rebate Utilization Tracking

Track rebate utilization rates and measure the performance of reimbursement programs to improve patient access and adherence to medication. Tellius ML-powered alerts provide 24/7 visibility into shifts in rebate usage, while trend-based insights provide root causes of high variance so your team has the necessary data and insights to intelligently manage costs and negotiate rebates.

Formulary & Plan-Level Performance Management

Analyze your brand's formulary placement and plan-level performance compared to competitors on a national and subnational level—via natural language ad hoc analysis and intuitive point-and-click live dashboarding. Tellius automates formulary monitoring and provides intelligent proactive alerts—freeing up time, reducing risk, and revealing opportunities. Measuring the impact of patient cost and payer utilization management controls on brand performance has never been easier.

Rebate/Cash Flow Forecasting

Cash flow forecasting can be tricky when multiple rebates, TPAs/PBMs, and rebate thresholds are simultaneously at play or when there are submission delays. With Tellius, payer and rebate analytics teams can more quickly resolve larger-than-usual rebate submissions via automated trend-based insights that pinpoint likely contributing factors. Teams can further perform no-code rebate and cash flow forecasting based on historical data.

Automated Rebate Reviews

Tellius helps managed market finance and rebate analytics teams significantly improve detecting disputable rebate dollars for greater profitability compared to traditional manual rebate evaluation approaches. Tellius can be used to orchestrate and automate invoice, rebate, sales, and formulary data processing, enrichment, and monitoring, then utilize automated insights on incoming data to uncover disputable rebate dollars.

Success Story

A global pharmaceutical firm's Managed Markets Finance (MMF) team receives 1000s of requests each month for rebates from pharmacy benefit management (PBM) firms seeking payouts for hitting certain drug script processing levels. Some portions of these claims are disputable, but spotting them within the federally dictated 21-day payment window was challenging due to the immense amount of data wrangling and analysis required (e.g., 100+ sources pertaining to numerous drugs from 1000s of pharmacies with different insurance plan IDs, etc.). MMF lacked a timely way to catch disputable rebates, so they paid them.

MMF now uses Tellius to orchestrate and automate invoice data processing, enrichment, and monitoring, then relies on automated insights to uncover disputable rebate dollars. Using this approach, MMF cut down analysis time from 3 weeks to 4 days (81% efficacy gain) and uncovered \$5M/Y in disputable rebate dollars from this single use case.

9X

faster analysis
through automated
rebate claims processing

81%

efficiency gain
analysis time cut from
3 weeks down to 4 days

\$5M/Y

**disputable rebate
dollars identified**