






# 5 CRITICAL STEPS TO MEET TRANSPARENCY REQUIREMENTS

With Canada following global trends in compliance, it is critical for organizations to take steps to comply with new payment transparency rules. **IQVIA Compliance Solutions** is focused on pharma, biotech and medical device companies' need to adhere to a growing list of complex, global regulatory and transparency requirements. Our subject matter expertise and robust platform with wrap-around value-add services will let you manage the entire HCP/O engagement lifecycle.

	STEPS TO READINESS		SOLUTIONS	KEY BENEFITS
1	<b>ASSESS THE GAP</b>		<b>Plan the work ahead</b> <ul style="list-style-type: none"> <li>• Readiness Assessment (spending and controls)</li> <li>• Develop a roadmap</li> </ul>	<ul style="list-style-type: none"> <li>• Provides a practical roadmap for implementing compliance</li> <li>• Identifies risks and gaps in approval processes and payments considering local and international laws, regulations, and best practices</li> </ul>
2	<b>ESTABLISH CONSISTENCY</b>		<b>Implement solutions to establish, track and maintain guidelines</b> <ul style="list-style-type: none"> <li>• Implement consistent FMV and tiering methodologies</li> <li>• Review/establish standard operating procedures</li> <li>• Ensure you have an auditable methodology to pay for services</li> </ul>	<ul style="list-style-type: none"> <li>• Results in defensible valuation methodologies and funding decisions which hold up to audits and scrutiny by regulators</li> <li>• Ensures company spend caps are never exceeded</li> </ul>
3	<b>SIMPLIFY THE PROCESS</b>		<b>Consolidate and optimize transaction management processes</b> <ul style="list-style-type: none"> <li>• Centralize the management of all HCP/HCO engagements</li> <li>• Ensure start-to-finish transaction documentation either manually or through automation</li> </ul>	<ul style="list-style-type: none"> <li>• Unifies disparate processes</li> <li>• Reduces multiple systems</li> <li>• Creates complete documentation to eliminate lengthy reconciliation</li> </ul>
4	<b>BUILD A GOOD FOUNDATION</b>		<b>Capture multiple engagements – stakeholder relationships, grants, etc.</b> <ul style="list-style-type: none"> <li>• Transactions captured are integrated from multiple transfer of value systems into one central repository</li> <li>• Analyze risk</li> </ul>	<ul style="list-style-type: none"> <li>• Focuses on upstream processes to enable flexibility, adaptability and simplicity in accurate reporting</li> <li>• Validates spend against plan and budgets and enables financial reporting</li> </ul>
5	<b>READY TO REPORT</b>		<b>Run the report</b> <ul style="list-style-type: none"> <li>• Meet regulatory requirements and deadlines</li> <li>• Continuously audit and monitor</li> <li>• Adapt to changing reporting requirements</li> </ul>	<ul style="list-style-type: none"> <li>• Yields operational and commercial efficient processes, verifiable results and allows for the early detection of errors</li> <li>• Capture of advanced analytics for continuous monitoring and real-time decision making</li> </ul>

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