

Contract Management — 845 Return on Investment Summary

Time and cost savings for MedTech and pharmaceutical companies transitioning from a manual system to an automated contract management 845 system

Situation

A leading manufacturer of wound management products faced challenges in efficiently managing its expanding portfolio of contracts. As a solution to this challenge, the manufacturer chose to implement IQVIA Contract Management (ICM), a comprehensive distributor contract management tool, to enhance its contract lifecycle management and its sales and customer experience.



Solution

IQVIA partnered closely with the organization's business stakeholders to understand their specific needs and pain points. Working collaboratively, the business and development teams designed and implemented an intuitive online contract management tool capable of adapting to diverse organizational structures. The tool integrates with IQVIA's core ValueTrak® system, delivering streamlined, end-to-end support for contract workflows and related data processing needs.

The corporation selected IQVIA's offerings, as well as the ICM solution for its intuitive interface, flexible configuration options, and strong security. Implementation was seamless, integrating smoothly into existing workflows with minimal disruption.

This analysis estimates the time and cost savings achieved when a contract manager transitions from manual contract updates to an automated contract management system with EDI 845 capabilities.

The 845 automates price synchronization, data validation, and distributor communications, significantly reducing manual workload.

Current-state baseline assumptions

The following baseline reflects the company's manual contract maintenance workload prior to automation.

ITEM	CURRENT-STATE BASELINE
Work hours per day	8
Days per week on manual updates	2
Hours per week spent	16
Weeks per year (net of PTO)	48
Total annual manual hours	768/year

Estimated time savings with EDI 845 automation

SCENARIO	HOURS SAVED PER WEEK	HOURS SAVED PER YEAR
Conservative (60%)	9.5 hrs/week	456 hrs/year
Moderate (70%)	11 hrs/week	528 hrs/year
Aggressive (75%)	12 hrs/week	576 hrs/year

Estimated annual cost impact (Assuming \$55/hour labor rate)

SCENARIO	HOURS SAVED PER YEAR	ESTIMATED ANNUAL SAVINGS
Conservative (60%)	456 hrs	\$25,000
Moderate (70%)	528 hrs	\$29,000
Aggressive (75%)	576 hrs	\$31,500

“IQVIA Contract Management has significantly streamlined our contract operations by reducing manual effort and improving pricing accuracy across our distributor network. The automation and visibility provided by the platform have enabled our team to operate more efficiently while delivering a better experience for our customers.”

— Commercial operations leadership, leading wound care manufacturer

This transformation demonstrates how modern contract management, anchored by 845 automation, can deliver measurable efficiency gains while strengthening commercial execution for Med Tech and pharmaceutical manufacturers.

Conclusion

The company’s transition from manual contract maintenance to an automated, 845-enabled contract management model demonstrates how MedTech manufacturers can unlock meaningful efficiency gains while improving accuracy and commercial execution. By embedding automation, governance, and analytics into the contract lifecycle, IQVIA Contract Management enables organizations to scale with confidence and control.



Summary

A contract manager who currently spends two days per week on manual contract updates can realistically save 9–12 hours per week — equivalent to 450–575 hours per year — by implementing a contract management system with EDI 845 automation. This translates to approximately \$25K–\$31K in annual productivity value, along with improved accuracy, faster synchronization, and fewer pricing disputes.

Realized impact

Since implementing IQVIA Contract Management with 845 automation, the wound care products manufacturer has reduced its manual contract maintenance effort, accelerated pricing synchronization, and improved pricing accuracy across its distributor network. Contract managers now spend less time on repetitive updates and reconciliations, allowing greater focus on exception resolution, analytics, and proactive contract optimization.

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