

Are Your Inventory Projections Misleading You?

IQVIA's pipeline inventory management solution can help

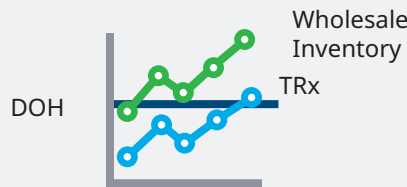
Consider your wholesale inventory versus total Rx demand over time.

Our inventory projection calculations provide complete visibility into your brand's downstream pipeline inventory.

Where should you assume your downstream days on hand (DOH) inventory lies?



Conservative accrual position could lead to excessive inventory estimates and an understatement of sales.



The chart above represents normal inventory levels, showing how DOH may have less impact on accruals.



An underestimate of inventory can have significant impact to under-accruing liabilities. Returns and under-projections of accruals can lead to future material adjustments.

Are your sales and accrued liabilities accounted for accurately?

	Estimated downstream inventory units	Accrual	Variance (impact to sales)
Insufficient inventory under-accrual	100K	\$50M	-\$50M
Moderate inventory	200K	\$100M	\$0M
Excessive inventory over-accrual	300K	\$150M	\$50M

Want to take a closer look at your downstream inventory projections?



INVENTORY PROJECTION CHALLENGES

- Under- or over-accruing due to inaccurate pipeline inventory estimates
- Syndicated Rx data, missing channels, customers, buy, and bill agents
- Large margin of error with commonly used pipeline calculations

IQVIA PIPELINE INVENTORY SOLUTION

- Complete view of all channel activity and ending inventory levels
- Higher quality forecasts with access to accurate pipeline inventory projections
- Robust methodology reviewed and accepted by top audit firms
- Accurate data utilizes IQVIA market visibility sales data and accounts for complete product demand for your brand