≡IQVIA

IQVIA 340B Solutions

Maximize revenue. Minimize risk.

Growth in the 340B program continues to accelerate as U.S. economic, policy, and legal uncertainties expand under the current administration. As a result, manufacturers need to identify the right partners to help drive program transparency and develop strategies and tactics to navigate the future. IQVIA combines unparalleled data, technology, and expertise to help you unlock hidden insights to mitigate revenue leakage, enhance analytics, and drive successful 340B plans.

Identify 340B duplicate discounts

Gain confidence and protect your margins
Stop 340B revenue loss before it hits your bottom line by preventing overpayment, duplicate discounts, and ineligible rebates with IQVIA's proprietary validation solutions.

IQVIA's unique data assets and services can augment and enhance current scrubbing practices across pharmacy and physician-based approaches to maximize savings.

Gain competitive 340B insights

Build transparency and quantify risk
Understand the competitive dynamics and gain visibility into where you're losing margin by enhancing your view of 340B exposure.

IQVIA delivers unique data, analytics, and services through expert resources, tools, and service offerings that connect the dots across contracting, access, and GTN so you can improve business outcomes.

Optimize strategy and execution

Improve your margin and avoid 340B surprises
Align and integrate finance, contracting, and brand teams around a shared 340B strategy by quantifying the impact of different strategies to help mitigate risk and optimize results.

IQVIA's unique data, forecasting, and real-time insight tools help you from planning and assessment to operational excellence.

IQVIA 340B SOLUTIONS

Protect revenue, reduce risk, and access deeper 340B insights.

OPERATIONS

- Pharmacy and physician-based validations
- Rebate operations and audits
- 340B eligibility and scrub list management
- Gross-to-net analysis and platform solutions

INSIGHTS

- Competitive 340B insights dashboards
- Physician 340B share of business metrics
- 340B prescription level probability scoring
- 340B rebate data field enrichment

STRATEGY

- Custom research, analytics, and modeling
- Distribution strategy
- Covered entity insights
- Forecasting 340B impact on gross to net

IQVIA 340B duplicate discount identification is a full suite of advanced tools, techniques, and services to help you protect against 340B rebate double dip exposure:

- Pharmacy-based validations using mastered and curated HRSA files, 340B sales data, and unique matching algorithms yields strong baseline protection for covered entity sites;

- Sophisticated data enrichment and bridging methods using proprietary data assets enables robust protection against contract pharmacy double dips.
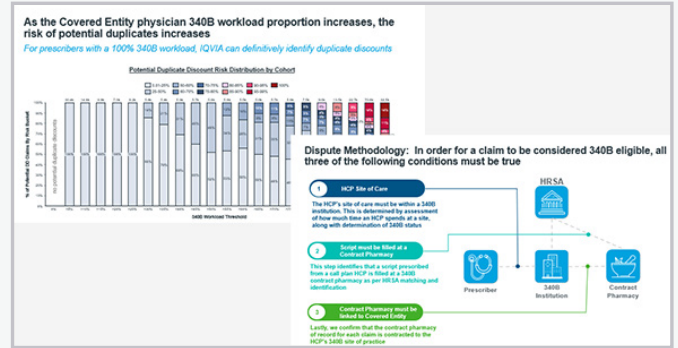
IQVIA 340B dynamics dashboards help you navigate challenging and opaque 340B dynamics with unparalleled real-time market insights at the brand, channel, and state levels.

Answer key 340B questions such as:

- How has the 340B discount changed over time between brands?

- How does 340B sales growth differ across product segments and disease areas?

- How did total brand sales vary across distribution channels last quarter?

- What is the risk to my brand of increased 340B sales from sate legislation?

- What was the impact of contract pharmacy policies on brand?
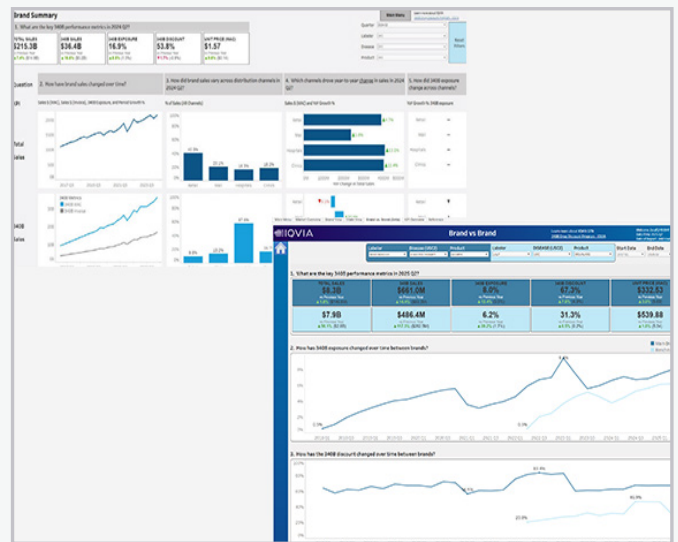
IQVIA strategy and analytics experts provide 340B analyses and custom research on industry dynamics, growth drivers to help you assess your most pressing business questions with speed and confidence.

- Profile covered entity macro level behavioral dynamics and identifying 340B growth drivers.

- Build bottoms-up health system 340B forecasting scenario simulation models to support 340B step function forecasting approaches.

- Answer key business questions across large domains and data sets with custom research.

CONTACT US
iqvia.com