

# Maximize GPO Fees and Contract Discounts

*IQVIA helps manufacturers identify savings*

**45+ medical product customers** trust IQVIA with their trace, rebate, and GPO reporting needs



**Experts** ensure accurate mastering to reported tracings and rebates

**Robust master data management systems** backed by machine learning



**100+ GPOs/IDNs rosters** maintained

## Primary goal

Identify inaccurate purchasing on GPO contracts and save money on unwarranted rebate claims

## Customer example

Manufacturer of diagnostic tests and instrument solutions:

- \$180 million annual revenue
- 347 SKUs in IQVIA's ValueTrak platform
- 6 GPOs agreements

## Goals



### ENFORCE

membership requirements for GPO contract purchasing



### REDUCE

unwarranted discount pricing caused by inaccurate GPO membership claims



### ENSURE

accurate payment calculations for GPO admin fees



### INCREASE

overall profitability by reducing inaccurate rebate payouts

## Results

**\$75,000**

saved in GPO admin fees annually

**322%**

ROI in year 1

**\$432,500**

rebate claim savings over 3 years

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