



Core Contract System Selection Checklist

Key Features

1. Logical, Streamlined, and Intuitive User Interface enabling most functions to be executed on a single screen
2. Highly Evolved Data Architecture optimized specifically for Contract Management
3. Behind Your Firewall or On The Web – You Choose!
4. “Quick-Start” guides and package processes reduce need for 3rd party resources/consultants
5. Automated Interfaces to other key systems to ensure data consistency
6. Offers process outsourcing, hosting and other services related to the contracting process
7. Supports Customer Complexities by addressing the needs of Prime Vendors, Buying Groups, & End Customers
8. Supports Product Complexities such as Price List, Catalogs and other product groupings
9. Supports multiple Contract types for processing Chargeback, Rebates, Medicaid and Government Pricing systems
10. Collect and distribute company sales data for sales forecasting, profitability analysis and other data warehousing activities.
11. Provides additional support for supply chain management and finance
12. Capture daily sales tracing for contracted and non-contracted sales
13. Handle mid-month pricing changes and eligibility changes
14. Accept unit of measure at the Rebate and Contract levels
15. House and synchronize multiple reference codes to the same product code and allow cross reference to occur
16. Accept and record the product hierarchy at the point at which the contract should be applied
17. Cross reference buying group membership ID and health care number
18. Allow multiple membership numbers for one entity
19. Provides informative Audit Reporting that unifies all data requirements

Integration

1. Contract system should have access to all internal master Data such as Customers, Products, Etc.
2. All sales related data must be available for import
3. All incoming EDI must conform to ANSI standards using the latest formats and technology
4. All Sales Tracings should be loaded using automated routines
5. All Profile data should be loaded using automated routines

Implementation Essentials

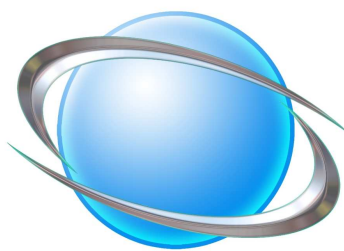
1. Hardware Configurations must be comparable to the estimated data volume to ensure timely processing
2. Database Setup and Configuration must be based on a projected growth of 5 years
3. Automated conversion routines should populate the system in preparation for testing and go-live
4. Advanced Data transfer technology must be used to ensure fast movement of data between all systems
5. Implementation should be complete within 1-3 months

Pricing

1. Software provider should offer:
 - a. Subscription based pricing not requiring an upfront license fee if desired.
 - b. Pay as you go options
 - c. Flexible term lengths with auto renewal feature
2. The cost of implementation assistance should range from \$10,000 to \$100,000 depending upon size and scope of project.

For more information on Better Contracting Solutions, please contact iContracts at:

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