



Rebate System Selection Checklist

Key Features

1. Direct Sales Tracking for processing Rebates for Direct Contracts
2. Indirect Sales Tracking for processing Rebates for Indirect Contracts
3. Utilization Data Tracking for processing Managed Care Claims
4. Net & Contract Sales Rebate Processing
5. Admin Fees
6. Fee for Service
7. Source Program Rebates
8. Wholesaler Direct Sales Rebates
9. Tiered Rebating for all Sales Based Rebates
10. Conversion from Units to Packages
11. Payment calculations for both Percent & Dollar at the product level
12. Task Automation Logic for Timely Rebate Payments
13. Timely Audit reporting for each processed Rebate
14. Elimination of payment errors through Automation
15. Reduction in work load
16. Increase Payment turnaround
17. Improved bargaining positions with Customers

Integration

1. Rebate Payment system should have access to Direct, Indirect Sales Data for Calculations and Processing
2. All incoming EDI must conform to ANSI standards using the latest standards
3. All Sales Tracings should be loaded using automated routines
4. All relevant financial systems must be available for Rebate Payment interface
5. Financial systems should be capable of accommodating Rebate adjustments based on retroactive sales changes

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. Sales tracings transaction rates (per month) will be used to determine a configuration
3. Automated conversion routines should populate Rebate 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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