

2017 BREAKTHROUGH

Tuesday, May 23		
9:00 AM - 4:00 PM	UCM Administrator Refresher Course (<i>Apollo</i>)	
10:00 AM - 4:00 PM	GP101 Course (<i>Jupiter</i>)	
4:00 PM - 5:30 PM	Registration Open - (<i>Centurion Tower Meeting Rooms Lobby</i>)	
7:00 PM - 9:00 PM	Welcome Mixer (<i>Venice Bar</i>)	
Wednesday, May 24		
7:45 AM - 8:45 AM (1 hr)	Registration Open (<i>Centurion Tower Meeting Rooms Lobby</i>) Breakfast (<i>Diamond Club</i>)	
9:00 AM - 9:30 AM (30 min)	iContracts Welcome (<i>Tiberius</i>)	
	Revenue Management Track - (<i>Tiberius</i>)	UCM Track - (<i>Octavius</i>)
9:40 AM - 10:20 AM (40 min)	Core Concepts for Revenue Management	The Role of Contract Coordinators
10:30 AM - 11:10 AM (40 min)	Gross to Net for Forecasting and Profitability	Creating Internal Momentum to Fully Leverage Contract Management
11:20 AM - 12:00 PM (40 min)	Chargebacks Best Practices, Set-up, Monitoring and Reporting	New Enhancements and What's on Deck
12:00 PM - 1:00 PM (1 hr)	Lunch (<i>Diamond Club</i>)	
1:10 PM - 1:50 PM (40 min)	Game Session (<i>Tiberius</i>)	
1:55 PM - 2:10 PM (15 min)	PolicyStat (<i>Tiberius</i>)	
2:15 PM - 2:45 PM (30 min)	Gross to Net Best Practices Set-up, Accrual Calculations, GTN Reporting	UCM Strategies for a Growing Enterprise
2:45 PM - 3:00 PM (15 min)	Afternoon Break	
3:05 PM - 3:45 PM (40 min)	Selling Drugs to Federal Customers (Big4 and OGA)	Breakout Session
3:50 PM - 4:30 PM (40 min)	Maximizing Your Use of Reporting and Command Center	
5:30 PM - 9:00 PM	Dinner Event (<i>Nero's Italian Steakhouse</i>)	
Thursday, May 25		
7:45 AM - 8:45 AM (1 hr)	Breakfast (<i>Diamond Club</i>)	
	Revenue Management Track - (<i>Tiberius</i>)	UCM Track - (<i>Octavius</i>)
9:00 AM - 9:30 AM (30 min)	From Pipeline to Launch: Managing Product Assumptions	Executing Contracts with DocuSign
9:40 AM - 10:20 AM (40 min)	UCM for Pharma	Using Single Sign-on & Workflow to Gain Efficiency
10:30 AM - 11:10 AM (40 min)	Rebates (New Rebate Types), Set-up & Compliance, Gross To Net Monitoring	Game Session
11:20 AM - 12:00 PM (40 min)	Gov Pricing, Medicaid and Price Calc, Compliance	Introducing contractHOURS
12:00 PM - 1:00 PM (1 hr)	Lunch (<i>Diamond Club</i>)	
1:10 PM - 1:50 PM (40 min)	Interfaces: Loading Data, Errors and Other Issues	Template vs. Library
2:00 PM - 2:40 PM (40 min)	Interactive Product Roadmap Session / General Q&A	General Q&A
Depart		

