
Custom Government Pricing Training Program

Client Profile

- Our client is recognized worldwide for providing innovative medicines to patients, physicians and healthcare organizations. Their business develops and markets patent-protected prescription drugs for important health needs. Our client's products are concentrated in major therapeutic areas: Cardiovascular and Metabolism, Oncology and Hematology, Neuroscience and Ophthalmics, Respiratory, Immunology and Infectious Diseases.
- Our client's current product portfolio includes more than 45 key marketed products, many of which are leaders in their respective therapeutic areas. Their product development pipeline involves about 140 projects in various stages of clinical development – including potential new products as well as potential new indications or formulations for existing products.

Mindlance Solution

- The Mindlance team developed a comprehensive training program for our client's Government Pricing team to train new hires and inter-department transfers.
- The goal of the GP training program was to not only familiarize the participants with the important modules of Government Pricing application and government contracting industry, but also train them on client specific topics, understand the importance of data analysis, and review the common pitfalls encountered during day-to-day processing. This will result in making their everyday tasks more efficient.
- The training program facilitated a clear understanding of the basic and advanced concepts of Government Pricing (GP). The training program included an in-depth overview of the Life Sciences industry, GP business terms and detailed descriptions of the important application concepts as well as hands-on training exercises.
- The structure and content of the training materials was developed giving strong consideration to active participation of the trainees. The customized training program allowed participants to experiment with production line data to experience real-life scenarios experienced by the client team without the real-life consequences of training in the production environment settings.

Client Situation

- Our client has been using the I-many Government Pricing (GP) application for its compliance and price reporting process.
- Our client wanted a customized GP functional training program and a supporting GP application environment to train new hires and interns into their department.

Client Benefits

- Our client has been able to realize the full benefit of the customized training program developed by Mindlance to efficiently train their new resources in a repeatable, highly structured manner using production data to experience real-life scenarios.
- The customized training program has enabled our client's pricing managers to cover a much broader base of content during training while simultaneously decreasing the time and effort required to administer the training.