

Rapid Compliance and Operational Assessment Services

IS YOUR ORGANIZATION ABLE TO KEEP PACE WITH OUR CHANGING LEGISLATIVE ENVIRONMENT, NEW AND INNOVATIVE CONTRACT STRATEGIES, SYSTEM AND SOFTWARE UPGRADES OR A COMBINATION OF ALL OF THESE?

In today's highly regulated and dynamic business environment, pharmaceutical manufacturers are required to negotiate and implement innovative contracting strategies while remaining in compliance with new legislative changes. Often times, these changes create unique challenges for administration and compliance personnel.

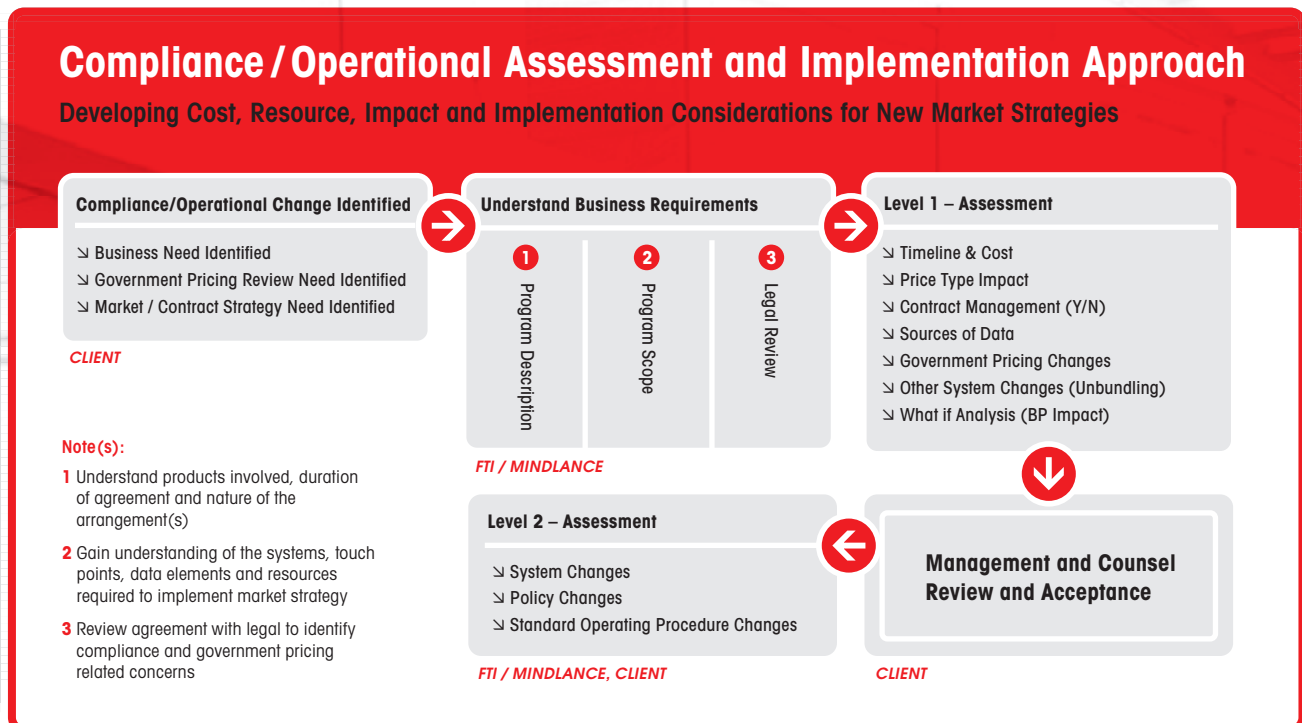
FTI and Mindlance have developed a two-phased approach to assist clients in quickly understanding the costs and resources required to implement various compliance and operational changes including new Market/Contract strategies developed by the various product/brand teams. The first phase focuses on development of a comprehensive assessment that will provide management and counsel with all essential information to make a "go / no go" decision. Once management and counsel review and agree upon

implementation of the selected need, the second phase will provide detail behind the required system changes and impact on existing organizational policies and procedures.

1. Financial and operational impact of new contract strategies
2. Change management to successfully contract and administer these innovative strategies
3. Recommendations on data controls, software upgrades and system changes needed
4. Assessment of the current resource allocations and, if applicable, recommendations on cost effective alternatives to maintain an efficient and compliant administration and compliance group.

Compliance / Operational Assessment and Implementation Approach

Developing Cost, Resource, Impact and Implementation Considerations for New Market Strategies



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THE RAPID COMPLIANCE AND OPERATIONAL ASSESSMENT SERVICE IS DESIGNED TO HELP CONTRACT ADMINISTRATION, INFORMATION TECHNOLOGY, GOVERNMENT PRICE REPORTING AND COMPLIANCE PERSONNEL QUICKLY UNDERSTAND NEW CONTRACTING STRATEGIES AND ADDRESS THE REGULATORY, OPERATIONAL AND COMPLIANCE CONCERNS ASSOCIATED WITH THESE STRATEGIES. THE OBJECTIVE OF THE ASSESSMENT IS TO DEFINE A CROSS-ORGANIZATIONAL ROADMAP THAT WILL FACILITATE THE ACCEPTANCE OF NEW STRATEGIES, AND MINIMIZE THE RISK IN IMPLEMENTING THEM.

Pharmaceutical manufacturers must remain nimble and agile, and have the flexibility to rapidly assess and adopt new contracting strategies. With our Rapid Compliance

and Operational Assessment Service Mindlance and FTI can augment your existing staff and ensure that the demands of your business are met.

QUESTIONS THAT A TYPICAL ASSESSMENT MUST ANSWER:

What is the financial impact both in rebates and discounts offered to the various government agencies, as well as additional administrative and system costs required to implement these changes internally?

How do these strategies fit into the existing government pricing calculation methodology? Are there unique requirements that are not currently addressed by existing policies and procedures?

Are existing resources (people, systems and processes) capable of administering, validating and making payments associated with this strategy? If not, what organizational, system or process changes are needed?

Are there internal or external audit controls that must be implemented to ensure that new contracts are compliant and the data being applied is accurate and complete?