

Mindlance Operations Strategy and Planning

EMERGING PHARMACEUTICAL COMPANIES FACE A DIFFICULT CHALLENGE ESTABLISHING COMMERCIAL AND GOVERNMENT PRICING OPERATIONS. NAVIGATING COMPLEX BUSINESS ENVIRONMENTS AND GOVERNMENT REGULATIONS, IDENTIFYING AND IMPLEMENTING SUPPORTING SOFTWARE SYSTEMS, AND ESTABLISHING OPTIMIZED BUSINESS PRACTICES CAN BE A DAUNTING TASK.

MINDLANCE'S OPERATIONS STRATEGY AND PLANNING SERVICES PROVIDES A GROUND UP, INNOVATIVE APPROACH TO DEFINING A BLUEPRINT FOR BOTH BUSINESS AND TECHNICAL OPERATIONS. EARLY DEFINITION OF BUSINESS PROCESSES, AUTOMATED SYSTEMS AND ORGANIZATIONAL STRUCTURE IS PARAMOUNT TO ALIGNING CONTRACTING OPERATIONS WITH COMPANY GROWTH.

solutions to fit your business needs. **always.**

OPERATIONS

- ↳ Commercial and Government Contracting
- ↳ Government Pricing and Compliance
- ↳ Trade Operations/Wholesaler Demand Management

STRATEGY

- ↳ Contract Strategy Review
- ↳ Business Process Identification and Mapping
- ↳ System Landscape and Architecture
- ↳ Organization Design and Resourcing

SERVICES

- ↳ Strategy and Planning
- ↳ Implementation
- ↳ Support
- ↳ Optimization

Mindlance Operations Strategy and Planning

A GROUND UP APPROACH TO DEFINING AND IMPLEMENTING CORE CONTRACTING PRACTICES, PROCESSES AND SUPPORTING APPLICATIONS.

Mindlance's Operations Strategy and Planning service is a comprehensive approach to defining critical business practices, establishing the core systems necessary to support these business practices, and defining the departmental organization necessary to support the business. Our services are designed to work with emerging pharmaceutical companies to define and implement the commercial, governmental and trade operations necessary to support product sales and future growth, while staying within the boundaries of regulatory compliance.

We begin with a thorough review of commercial, government and trade strategies to identify critical business processes and practices. Based on this review, Mindlance documents current and future contract strategies, designs and maps core business processes and responsibilities, develops a proposed system and integration landscape, and generates a recommended department organization map.

Our innovative approach utilizes simulations of business processing, month end close activities, and government reporting activities to help drive requirements gathering and facilitate understanding and buy-in of the proposed operations blueprint across the organization. By focusing on both business and technical requirements we compile a comprehensive blueprint for future operations.

Utilizing this proven approach to operations planning, our deep domain knowledge and our extensive implementation experience, Mindlance has built a track record of successfully assisting our emerging pharmaceutical customers to define and implement a business and technical blueprint for their business operations.

COMMERCIAL CONTRACTING OPERATIONS

- ↳ Contract and pricing strategy
- ↳ Class of trade, membership and eligibility analysis
- ↳ Managed care script-level data validation and rebate processing
- ↳ Chargeback validation and adjudication

GOVERNMENT CONTRACTING OPERATIONS

- ↳ Government pricing obligations (Medicaid, Medicare, VA, PHS, FSS)
- ↳ Medicaid rebates processing and dispute resolution
- ↳ State and Supplemental Programs
- ↳ Calculation Methodology and Policy Definition

TRADE OPERATIONS - WHOLESALE DEMAND MANAGEMENT

- ↳ Fee for service agreements
- ↳ Order compliance automation
- ↳ Chargeback reconciliation
- ↳ EDI 852 and EDI 867 data analysis

OUTCOMES

- ↳ Core Business Processes Mapped
- ↳ System Landscape and Architecture
- ↳ Software Vendor Selection
- ↳ Class of Trade and Membership Management Strategies
- ↳ Organization Design

CONTACT

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OTHER LOCATIONS

Hoboken, NJ
Raleigh, NC
Pittsburgh, PA

Phoenix, AZ
Bangalore, India
Gurgaon, India

