

case study

INSTANT REBATE VALIDATION TICKS ALL THE BOXES

Pharmaceutical giant automates rebates with Evolve



“Our rebate validation process has been improved significantly, thanks to Evolve.”

Peter O'Shaughnessy, Associate Director Financial Planning & Analysis, Merck Sharpe & Dohme

PROBLEM

- A massive spreadsheet was being used to validate all rebate claims manually. The sheet was close to reaching Excel's line limit and had a high risk of failure
- The spreadsheet was not linked with any other system and was built and maintained by one person
- Rebate validation turnaround was very slow, seriously affecting the whole process
- There was no auditability or control
- Manual intervention required constantly

SOLUTION

- Bespoke cloud based solution, e-Bate: a complete, & automated end-to-end rebate platform
- Human resource provided for data cleansing and data transformation due to tight deadlines
- Claims validation module built to compare claims from distributors against deals saved on the system
- Customised screens & enhanced reporting functionality provided
- Dashboard for real time performance task management

BENEFITS

- Instant Rebate validation with turnaround time reduced massively
- Full control over data quality and accuracy
- Little to no manual intervention required
- More efficient deal maintenance
- Greater transparency providing protection for the customer and the business
- Risks associated with a single person maintaining the process completely removed
- Full auditability and reporting



Risks Massively Reduced



Instant Rebate Validation



Full Auditability & Control



ABOUT MSD

Merck & Co Inc. produced the first tuberculosis vaccine in 1944, and continue to bring a number of pioneering medicines in areas such as heart disease and cancer. As the healthcare needs of the world evolves, so does their pipeline- with the UK making forward investments in areas such as dementia and antimicrobial resistance. MSD have offices in 140 countries and aim to improve the health and wellbeing of people and animals around the world.



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