Transforming Your Pharmacy Business
A Data-Driven Approach to Value Care

Remain Competitive in the Constantly Changing Healthcare Landscape

Between emerging technologies, shifting legislation, and changing consumer trends, US healthcare is in a state of metamorphosis. Pharmacy businesses must navigate significant volumes of data and execute more complex analyses in order to drive greater profitability and provide better patient care.

Whether navigating contract negotiations, reconciling reimbursements or managing inventory, the right analytical tools can help pharmacies address questions like:

- Are you tracking multiple claims and payers across different levels of coverage per prescription record?
- Are you negotiating effectively and getting paid correctly for reimbursements?
- Do you have the right supply of each drug at the right place at the right time, and the right cost?
- Are you using your pharmacy data to improve total store marketing and assortment?
- Can you manage and reduce expected DIR fees?

Customer expectations are changing regarding the point of care. How do you ensure you have the full customer and patient view in order to create the best individualized quality of care?

1010data's Retail Pharmacy Analytics Solution
Out of the Box Capabilities: Improve Sales, Contain Costs and Streamline Complex Processes

Operational Efficiency

Remove blind spots in pharmacy operations

Medication Adherence

Monitor adherence at the patient level across time and pre/post interventions to reduce DIR fee exposure

Supplier Cost Saving

Ensure supplier pricing is in line with the industry

Optimal Care Management

Identify patients for full medication review. Drive immunizations and script refills

New Product Introduction

Simulate the impact wwith product propensity analysisEvaluate Generic Launches and their impact on brand refills and revenue

Contract & Compliance Management

Track compliance of contracts, MAC reimbursements, and 340B reporting

Drive Results for Each Aspect of Your Pharmacy Business with the Right Tools

Through 1010data, pharmacy businesses have access to a full suite of capabilities including interactive analytics, data blending, reporting, visualization tools and external data sets.

Empower your team to answer any question, no matter how in-depth. And because 1010data is fully HIPAA-compliant, businesses can view the patient and the customer as one while having peace of mind that patient information is secure.

A Data-Driven Approach to Pharmacy

The unique and powerful 1010data platform provides a HIPAA-compliant solution for answering the ad-hoc analytical challenges of the pharmacy industry. Within this always-evolving landscape, 1010data gives you the ability to:

- Uncover savings by comparing all patient plans for every drug, transaction and location
- Increase reimbursements with the ability to reconcile every script to detect underpayments
- Understand customers and their purchase behavior, with peace of mind that patient data is secure

Pharmacy Services

- Quickly perform ad-hoc analyses on test markets, customer conversion to MedD plans, ACA plans/Medicaid expansion, etc.
- Determine which customers are a best match for Medication Therapy Management consultations
- Intervene and monitor PDC scores in a more rapid pace to increase adherence to reduce DIR risk

Contract Negotiation and Reconciliation

- Conduct dynamic "What if" analyses that predict the impact of contract changes for improved profits
- Compare MAC reimbursements across payers and against cost at the Agency/Plan/NDC level
- Use automated exception reporting to quantify reimbursement compliance at the Rx level

360° View of Customer and Patient

- Blend NDC-level sales and inventory data to improve allocations and reduce out-of-stocks
- Develop an analytical perpetual inventory system to identify shrinkage and manage inventory by store

Category Management

- Determine which drugs have the greatest impact on your bottom line by factoring in volume, reimbursements, rebates, and Customer Lifetime Value (across both Pharmacy and Front-of-Store)
- Measure the business impact of new generic drugs and shifts to over-the-counter (OTC) availability

Front of Store and Back of Store

- Deliver targeted promotions with view of Front-of-Store products that complement pharmacy sales
- Use basket and shopping history to find affinities and increase basket size
- Proactively investigate sales drivers with truly ad-hoc analytical capabilities

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