

Trinity Contract Analytics

Enhance U.S. payer and provider contract strategy decisions with cloud-based modeling, scenario planning and analytics

Contracting is an incredibly vital piece of a life sciences company's U.S. launch and access journey.

Constructing and evolving contracting strategy is challenging. There are many scenarios and variables to evaluate when establishing the placement and targeting of contract value and investment. Each option requires unique inputs and models—and each scenario has a range of potential impacts on stakeholders, from internal finance teams to payers and providers.

The central question is how to quickly evaluate and quantify the holistic impact of contracting decisions to arrive at the optimal contract strategy and avoid making mistakes that cannot be rectified down the line.

Crafting impactful contract strategy requires expertise in life sciences and deep U.S. payer, provider, government policy, regulatory, distribution and finance knowledge.



Trinity Contract Analytics

Trinity Contract Analytics provides advisory services powered by Trinity CloudCast™, a cloud-based modeling and analytics tool.

With Trinity Contract Analytics, clients can:



Establish confident contract and price change strategies with full understanding of the financial impact on payers, providers and all other stakeholders (wholesalers, GPO, etc.)



Support contract negotiations and identify negotiating boundaries and breakeven points to mitigate the risk of accepting unfavorable and/or unprofitable contracts



Protect market share from new or competing drugs and impact prescribing levels across an asset's life cycle



Enter a highly contracted market with precise pricing and contract strategies aligned to and customized for the relevant distribution channels and market segments



Proactively and painlessly incorporate competitive and market events—as well as proposed or approved policy changes—into contracting strategy

Clients are able to navigate U.S. pricing, contracting, provider economics and Gross-To-Net (GTN) decision-making by understanding the impact of individual contract strategies through expertly curated insights, unlimited scenario analysis (unlimited number of contracts and channel types) and accurate, comprehensive financial forecasting/modeling.

Users streamline the contracting process by forecasting the impact of changes in Wholesale Acquisition Cost (WAC) and other contracting elements including GTN, Average Sales Price (ASP), 340B and Medicaid considerations. Scenarios are built in a flexible Excel-based environment and include contract-aligned government pricing metrics and associated implications. Clients can establish analytics across multiple internal and external perspectives to reflect organizational/functional objectives and key tracking/decision support metrics, allowing for easy reporting and communication with internal/external stakeholders.

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