



# Emerging Biotech and Pharmaceutical Manufacturers

## Government Programs



### Solution overview

- Gain access in the growing Government Market, including Medicaid and Medicare
- Navigate the complexities of U.S. Government Health Programs requirements
- Leverage KPMG's high level expertise with a boutique feeling
- Utilize our toolkit for successfully and efficiently launching pharmaceutical products in the growing U.S. Government Programs Market
- Pre- and post-launch services, for both small and large businesses, ranging from education and training on the Government Program Market to ongoing operational support through our Risk Consulting Managed Services system



### Designed for

- Emerging biotech and pharmaceutical manufacturers looking to minimize costly operational infrastructure while entering the Government Program Market and those who seek advisory support on these program requirements



### Benefits

- Strong Government Program expertise combined with domain experience across commercial and government contracting
- Flexible pricing structure suitable for small and emerging companies
- Sustainable Government Program compliance infrastructure
- The value of automation and auditability in an enterprise grade system without the costly IT infrastructure
- Integration with Third Party Logistics (3PL) companies for seamless data integration



### Features

- Evaluation on pricing, reimbursement and contracting strategies across the commercial payer and provider market
- Support for the complexities of pre-launch Government Program enrollment procedures
- Development of calculation methodologies and configuration of clients' data in secured KPMG systems
- Financial analysis and price modeling for government reimbursement
- KPMG Revenue Contract Managed Services leverages KPMG's proprietary data analytics platform for direct access to view your data and reports
- Reduce your infrastructure and staffing costs
- On-going performance of monthly and quarterly price reporting



### Pricing

- A unique pricing structure consisting of a fixed quarterly fee based upon the number of products and volume of government claims, scaled to meet your unique needs



### Requirements

- No software footprint, with no software licensing costs or maintenance overhead
- Minimal monthly and quarterly touch points requirements

# Solution Spotlight



- KPMG’s one- time implementation toolkit helps emerging companies launch into the Government Market efficiently and affordably
- Government Program expertise combined with domain experience across commercial and government contracting
- Comprehensive pre-launch and post-launch service structure
- Data analytics for access and visibility
- Ongoing operations

<p><b>Customer challenge</b></p>	<ul style="list-style-type: none"> <li>— The company recognized the importance of the growing Government Market, but did not understand the program requirements and how to understand “Government Pricing and Reimbursement”</li> <li>— There was significant cost between software licensing, maintenance and upgrades and the client determined that the outsourcing approach was the right direction strategically</li> <li>— Personnel with strong Government Programs subject matter knowledge were difficult to hire and retain</li> <li>— The pace of continuing guidance and regulatory change was concerning, and the company wanted to make sure that they had a partner that would be a long term trusted advisor.</li> </ul>
<p><b>KPMG solution</b></p>	<ul style="list-style-type: none"> <li>— Collected and reviewed the client methodology</li> <li>— Integrated data collection protocols with the 3PL</li> <li>— Integrated the client in to KPMG’s RCMS within 2 quarters</li> <li>— KPMG became the key CMS point of contact and now receives invoices directly from each state improving the timeline of payments</li> <li>— Client is fully-outsourced to KPMG for Government Programs</li> </ul>
<p><b>Results</b></p>	<ul style="list-style-type: none"> <li>— Reduced client’s internal infrastructure cost and established a cost efficient long term approach to Government Programs participation</li> <li>— Reduced the number of internal touch points in Government Programs processes, with reliance on KPMG’s staff expertise</li> <li>— Direct access to data mart for business analysis</li> <li>— Client is now audit ready with traceable calculations</li> </ul>

## Contact us



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