



## Gross-To-Net *Business Challenges and Rewards* *Driven by* *GTN Excellence*

**BPI's R2 product is the only software that automates GTN processes across data validation, pre-deal, post-deal, price impact modeling, forecasting, accrual management and reconciliation ... NOT just a Revenue Analytics Tool**

### The GTN Challenge

In today's evolving business environment, organizations are met with many challenges and obstacles when managing the revenue lifecycle. With additional regulatory mandates, increased scrutiny on financial statements and growing market competition, companies must ensure compliance as they develop new business and contracting strategies. The need to reduce revenue leakage, maximize profit and gain competitive advantages has never been greater, underscoring the desires of organizations to have proactive tools to assist in meeting these challenges.

Whether you are addressing government regulations, market changes or deploying new strategies, you must know the impact associated with key business decisions. Identifying the impact of these decisions prior to execution is critical to mitigating risks and understanding the downstream effect on revenue, profitability and competitive advantages. The ability to forecast results and understand the impact of specific actions is essential to constructing the proper operational, financial and strategic plans to ensure your organization is making the correct business decisions to maximize profit and maintain regulatory compliance.

**Turn GTN Pain Into end-to-end GTN Process Excellence**



# BPI's GTN Revenue Recognition Suite - BPI R2™



## 1. More Accurate Forecasting – *Deliver:*

- Improved forecasting accuracy across all lines of business
- Continuous improvement w/ automated analysis and suggestions
- Reduced manual error and shorten cycle time

## 2. Minimize Reserve Variations – *Provide:*

- Greater accrual accuracy
- Improved cash availability and cash management for more business flexibility
- Enables higher frequency – ad hoc – accrual reconciliation

## 3. Enhance Operational Efficiency – *Achieve:*

- Faster forecasting and close cycles
- Fewer resources dedicated to financial forecasting, accrual and close processes
- More resources on insight/opportunity and scenario planning

## 4. Better Pricing Decisions – *Improve:*

- Bottom line and net profitability with better insight/analysis on price changes
- Revenue through reduced losses to better optimized best price, Medicaid impacts and price protection
- Contract strategy while eliminating under performing agreements

## 5. Reduce Risk – *Control:*

- Automation reduces risk of non-compliance
- Workflow and automation improve audit transparency
- Overall strategic benefit to business

# BPI's GTN Revenue Recognition Suite - BPI R2™

## BPI's R2™ GTN Differentiators

### Complete GTN Process

- Integration of finance, accounting, forecasting and pricing
- Complete consolidation including demand planning
- Concurrent business activities to reduce cycle time

### True Risk Management

- Automated and controlled processes
- SOX Compliant
- Secure data
- Designed in partnership with a leading global compliance and advisory firm

### Global

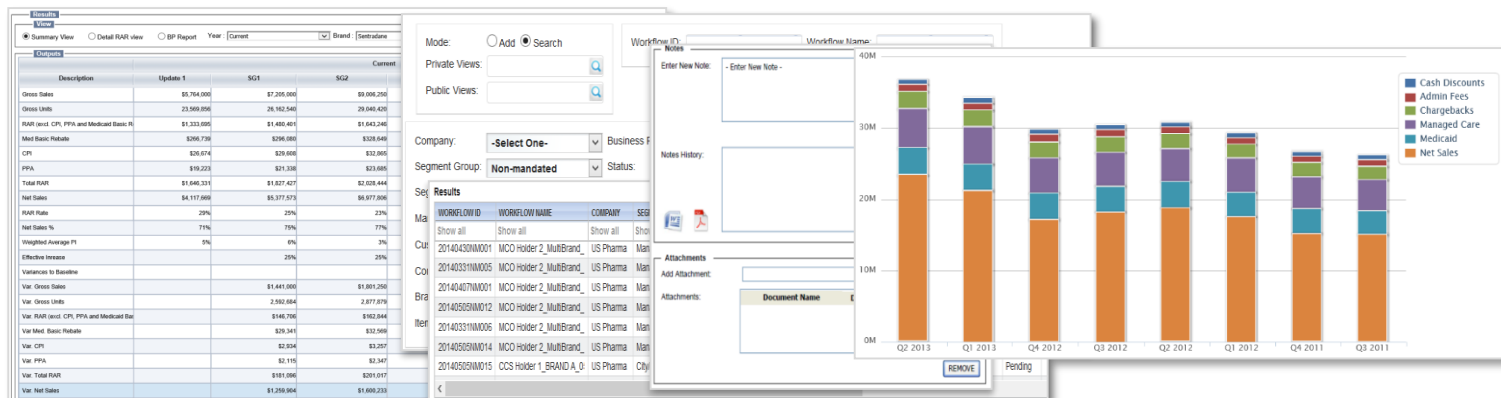
- Multi-currency
- Multi-lingual
- Expand across the enterprise
- Mobile Access
- Secured data by region or organizational unit

### Enterprise-Grade

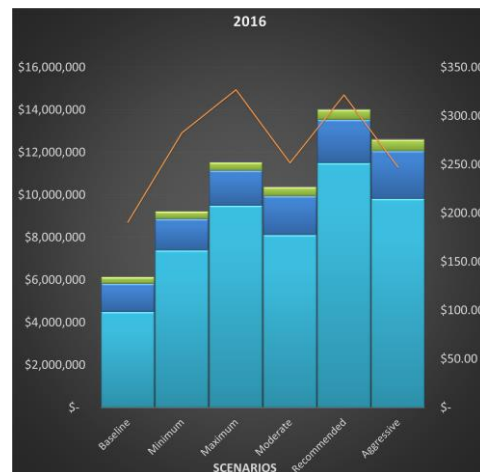
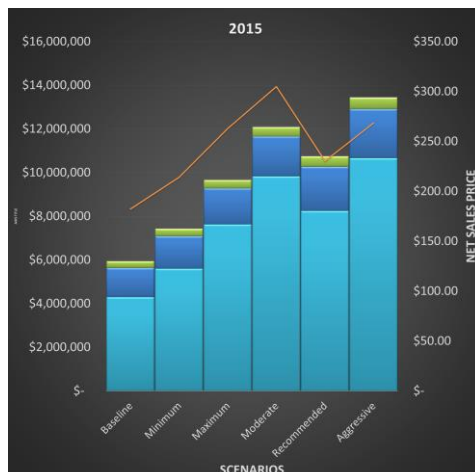
- Multiple "Top 5" Pharma customers
- Complete product roadmap
- Longest history in industry of any vendor
- Built collaboratively with leading industry clients

The screenshot displays the 'Data Selection' and 'Sales Projection' sections of the BPI R2 GTN Suite. It includes fields for 'Proposition Name', 'Contract #', 'Company', 'Brand', 'Segment', 'Market Type', 'Strength', and 'Customer ID'. Below these are tabs for 'Sales Projection Selection', 'Sales Projection Results', 'Contract Projection Results', 'PPS Projection Results', 'Provision Results', 'Provision Selection', 'Assumptions', and 'Additional Information'. The 'Sales Projection Selection' tab is active, showing a table with columns for 'Contract Sales @ MCO', 'Current', 'Forecast', 'Status', 'Current', 'Forecast', and 'Net Sales'. The table lists various contracts and their associated sales figures.

This screenshot shows the 'GTN Balance' and 'Provisions' sections. The 'GTN Balance' section displays a table with columns for 'Segment Type', 'GL Balance', 'G2N Balance', and 'Variance'. The 'Provisions' section shows a table with columns for 'Provision', 'GL Balance', and 'G2N Balance'. The 'Methodology Selection' section is also visible, allowing users to choose between 'Manual', 'Average', 'Weighted Average', 'Time Weighted Average', 'Moving Average', 'Growth', 'Sales Factor', 'Provision Factor', 'Exponential Smoothing', and 'Damping Factor'. The 'Manual' option is selected.



# BPI's GTN Revenue Recognition Suite - BPI R2™

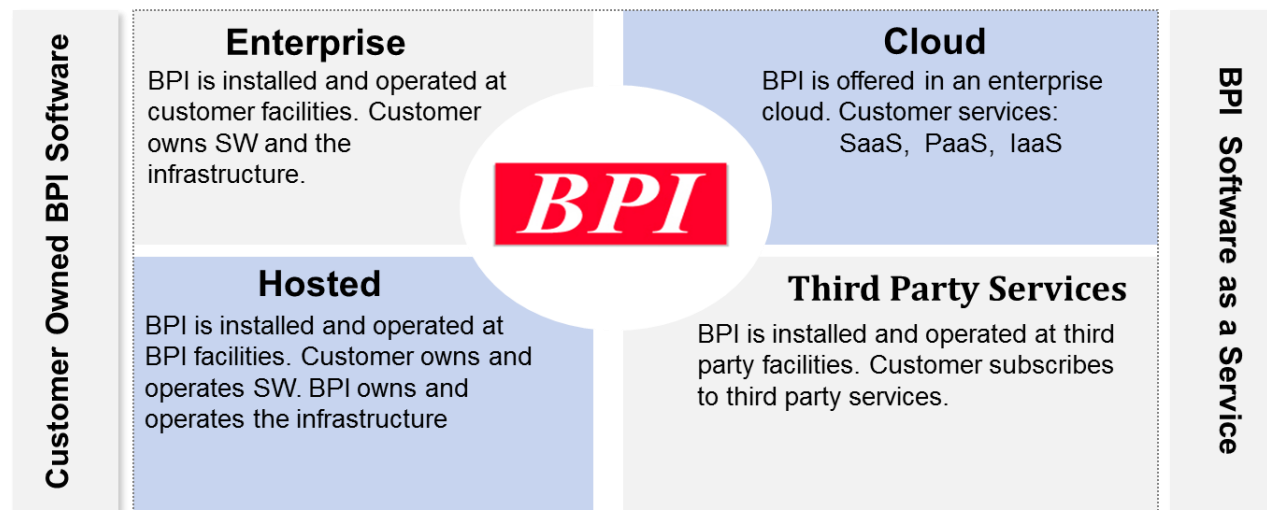


## Scenario Modeling



- ✓ Know how **"Price Changes"** impact all business segments
- ✓ Identify **"Profitable"** contract strategies
- ✓ Eliminate **"Underperforming"** agreements
- ✓ Goal --- Increase **"Net Sales"** and **"Maximize Profit"**

## BPI Product & Services



BPI Technologies Corporation is a recognized leader for applying IT solutions to solve critical business requirements in the life sciences industry. BPI has been in business for over 30 years with employees worldwide, with a single focus entirely on the Life Sciences. BPI is the leading player in the Revenue Management and Revenue Recognition space with the industry leading Tier 1 software applications--- BPI Contracts™ and BPI GTN R2™. Our product suites are fully integrated with all of the major ERP applications including Oracle, JDE and SAP and are offered in 4 business models (On-Premise, Cloud, Hosted and Third Party Services). BPI's proven layered technology architecture allows BPI's many customers to maximize return on investment, while providing flexible configuration, power processing, and true multi-tenancy. If you would like to request additional information or schedule a demonstration please contact us at 215.805.8961 or by email [gtompson@bpistechnologies.com](mailto:gtompson@bpistechnologies.com).