

YOU'RE LOSING MONEY. YOU DON'T EVEN KNOW ABOUT.

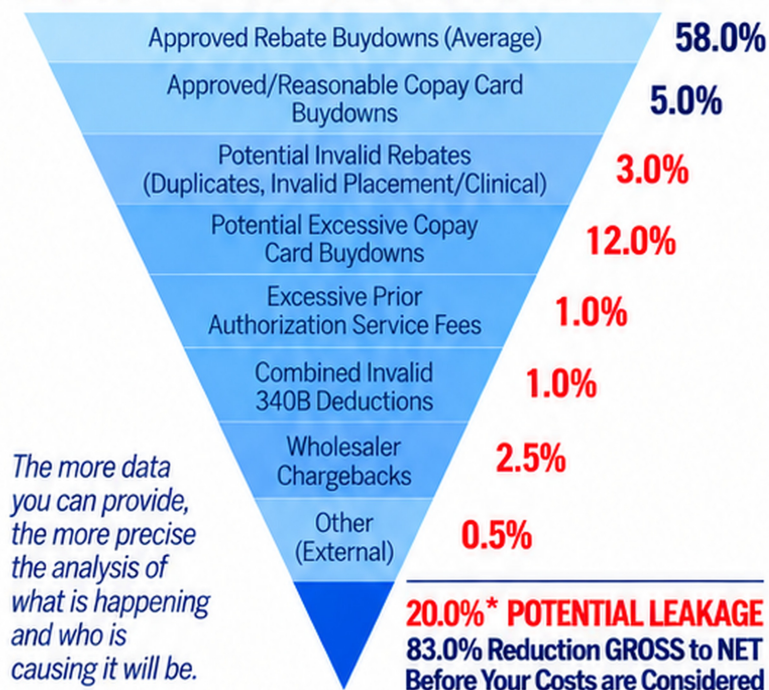
A drug isn't more profitable until you know where the money is going.

Gross-to-Net economics are complex. Between copay programs, rebates, chargebacks, 340B transactions and multiple trading partners, potential profit leaks can be hidden across the system — and no single team sees the full picture.

Our analysis connects these data streams to identify lost profits — and shows you how to minimize or even eliminate the unexpected losses.

Same
prescription.
Different
bottom line.

GROSS-TO-NET REDUCTION PYRAMID



* All percentages are estimated based on previous findings.

FOUR DATA STREAMS. ONE GTN VIEW.

Each area creates opportunity. The real value comes from analyzing them together.



COPAY CARDS

Are copay card buydowns reducing patient costs OR are payers modifying copays to take advantage of higher buydowns?



REBATES

Are rebates being paid for duplicate, non-qualifying and ineligible claims? Do you know the real costs of contractual administrative fees?



CHARGEBACKS

Are your wholesaler contracts being validated? Are chargebacks reducing your profitability? Are chargebacks being reviewed and managed?



340B

Are 340B entities using rebates AND copay cards illegally to reduce their costs and your profitability?

GTN LEAKAGE ANALYTICS FRAMEWORK

Four data streams. One view of where Gross-to-Net economics are breaking down.



1 COMPILE

Copay, rebate, chargebacks, P/A transactions



2 VALIDATE

Claim utilization eligibility & accuracy vs. contracts



3 CONNECT

Identify discrepancies from payers, wholesalers, pharmacies & 340 entities



4 QUANTIFY

Estimate GTN Leakage & prioritize downstream opportunities



No One Owns the Gap.

Each team sees its own transaction. Leakage hides at the intersection.



VISIT OUR WEBSITE
SJTCONSULTINGLLC.COM



LET'S FIND OUT.

SCHEDULE A CAPABILITIES PRESENTATION

We'll review your data, walk through a real-world example, and show you where the opportunities are. Real data. Real answers.

Better insights. Stronger financial results. A more profitable future.