






5 CRITICAL STEPS TO MEET TRANSPARENCY REQUIREMENTS

With Canada following global trends in compliance, it is critical for organizations to take steps to comply with new payment transparency rules. **IQVIA Compliance Solutions** is focused on pharma, biotech and medical device companies' need to adhere to a growing list of complex, global regulatory and transparency requirements. Our subject matter expertise and robust platform with wrap-around value-add services will let you manage the entire HCP/O engagement lifecycle.

	STEPS TO READINESS		SOLUTIONS	KEY BENEFITS
1	ASSESS THE GAP		Plan the work ahead <ul style="list-style-type: none"> • Readiness Assessment (spending and controls) • Develop a roadmap 	<ul style="list-style-type: none"> • Provides a practical roadmap for implementing compliance • Identifies risks and gaps in approval processes and payments considering local and international laws, regulations, and best practices
2	ESTABLISH CONSISTENCY		Implement solutions to establish, track and maintain guidelines <ul style="list-style-type: none"> • Implement consistent FMV and tiering methodologies • Review/establish standard operating procedures • Ensure you have an auditable methodology to pay for services 	<ul style="list-style-type: none"> • Results in defensible valuation methodologies and funding decisions which hold up to audits and scrutiny by regulators • Ensures company spend caps are never exceeded
3	SIMPLIFY THE PROCESS		Consolidate and optimize transaction management processes <ul style="list-style-type: none"> • Centralize the management of all HCP/HCO engagements • Ensure start-to-finish transaction documentation either manually or through automation 	<ul style="list-style-type: none"> • Unifies disparate processes • Reduces multiple systems • Creates complete documentation to eliminate lengthy reconciliation
4	BUILD A GOOD FOUNDATION		Capture multiple engagements – stakeholder relationships, grants, etc. <ul style="list-style-type: none"> • Transactions captured are integrated from multiple transfer of value systems into one central repository • Analyze risk 	<ul style="list-style-type: none"> • Focuses on upstream processes to enable flexibility, adaptability and simplicity in accurate reporting • Validates spend against plan and budgets and enables financial reporting
5	READY TO REPORT		Run the report <ul style="list-style-type: none"> • Meet regulatory requirements and deadlines • Continuously audit and monitor • Adapt to changing reporting requirements 	<ul style="list-style-type: none"> • Yields operational and commercial efficient processes, verifiable results and allows for the early detection of errors • Capture of advanced analytics for continuous monitoring and real-time decision making

FOR MORE INFORMATION CONTACT: chrisoula.nikidis@iqvia.com | iqvia.com

16720 Trans-Canada Highway, Suite 100, Kirkland, Quebec H9H 5M3 | 514-428-6000
 535 Legget Drive, Tower C, 7th floor, Kanata, Ontario K2K 3B8
 6700 Century Avenue, Suite 300, Mississauga, Ontario L5N 6A4 | 905-816-5000