



How to Answer “Why Did the Government Price Change?”

Solution Brief

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HIGHLIGHTS

- 1** Answer the Currently, Unanswer-able Price Certification Questions
- 2** The Missing Piece in Your Ecosystem
- 3** GP-Specific Constructs for Guided Analysis and Visual Cues
- 4** Streamlined GP Analytics are part of GP Operations

“You Wowed Us”

Problem

Performing the operational steps in the Monthly SOP in a timely fashion is a challenge, leaving little time with insufficient abilities to do analysis to be better prepared for the certification meetings.

Educated guesses are substituted for data driven analysis and/or questions go unanswered.

Organizations that attempt to be more rigorous perform the analysis manually or use disjointed, incomplete solutions for which they cobble together whatever information is available.

Solution

Our Government Pricing Analytics Application (in conjunction with GP Calc Insights Application) does the following:

- Provides Variance, Trend, and Structured Drill-down Analysis leveraging all the unlocked calculation data - transactions and all calculation components
- Streamlines the analysis as part of the Government Pricing Calculation Operations process (i.e., no navigating to a different solution or context so seamlessly go from calculation verification and insights to an even deeper understanding as to why the price changed)
- Understand the impact a WAC price change had on the calculated price, the impact a discount change had and visual cues with structured drill-down as to which type of discount contributed the greatest impact and follow along as to why

Benefits

- Systematic process for answering questions posed in Price Certification meetings with Government Price-Driven Data Analysis
- Empower the entire team with knowledge