

# Accelerate drug rebate recoveries

## Drug Rebate Service

### Seamless approach to maximizing program advantages

The Medicaid Drug Rebate Program has been very successful in significantly reducing federal and state spending on drugs. But there are opportunities for you to realize even greater value by maximizing drug rebate collections and minimizing dispute resolutions. We help you realize that value by leveraging our Medicaid industry expertise with Gainwell Drug Rebate Service. The solution enables agencies to take full advantage of Medicaid drug rebates.

Through Drug Rebate Service, your agency can easily manage any combination of rebate policies, including various federal pharmacy and managed care programs, and federal and state supplemental programs. Enhanced business processes make it possible to modernize drug rebate invoicing and to quickly and accurately apply payments. The solution supports fee-for-service (FFS), managed care (MC) and supplemental rebates.

This cloud-based service is a key module of the Medicaid Management Solution, a platform built on COTS software that supports interoperability in healthcare and combines automation, standardization and process maturity to support all aspects of Medicaid processing.

### Drug rebate administration

Typically, 40 percent of pharmaceutical drug spend is offset by collected rebates. Payment process automation in Drug Rebate Service contributes to revenue to further offset Medicaid costs. Automation is embedded into each step of the process of managing a drug rebate program, automatically tracking the workflow from invoice through dispute resolution.

For example, the service automatically produces late payment and interest due letters to manufacturers. And accurate interest calculation is enabled by automating weekly T-bill rate updates.



#### Benefits

- Streamline drug rebate payments
- Provide drug manufacturer self-service capabilities
- Enable insights for better decision making
- Meet federal CMS requirements

# #1

Provider of Medicaid Services

# 2.4M

Providers engaged daily

# ~48M

Medicaid beneficiaries covered

Typically, 40 percent of pharmaceutical drug spend is offset by collected rebates.



Fully automated processes across the board maximize drug rebate recoveries. Automation of manual processes also leads to more accurate invoices, which can decrease disputes resulting from human error.

The service provides a comprehensive audit trail of transactions related to invoicing and payments, including dispute resolutions, date and number of checks received, rate adjustments, write-offs, interest due, and paid and outstanding balances.

### Claims processing advantages

Drug Rebate Service identifies eligible claims for rebate processing by applying configurable state business rule filters and flags for inclusion and exclusion of claims for invoicing. You can also select the database collections to send to the data warehouse. Additional configuration can control what claims should be filtered for each invoice type.

Other important features for claims processing:

- Fund codes can be assigned to special invoice types or used to associate all claims to individual invoice types. These associations are date segmented.
- Non-rebatable state program filters can be set up by using fund codes from the claims.
- 340B exclusions can be set up by claims indicators, retro claims file processing, the HRSA Exclusion File or a combination of methods.

### In-depth insights

Agencies can conduct in-depth reporting during various stages of the drug rebate process to produce analysis for review and use in-state policy discussions and program decisions.

A core set of dashboards provides insights into trends such as fulfillment status of contract requirements, number of rebate payments received during a certain time period, where write-off opportunities may be found and whether there has been an uptick in disputes.



Gainwell is a leader in providing you and your Medicaid beneficiaries with advanced technology that facilitates cost savings while delivering performance efficiencies and improved outcomes in care.

## Manufacturer relationship management

Many states can't provide drug manufacturers with a streamlined way to have ready, real-time access to state agency information, including invoices. Drug Rebate Service addresses that gap with a secure manufacturer web portal to view or quickly download quarterly invoices as a text file, view claim level detail, and accept electronic invoice submissions and reporting. The portal provides electronic posting of Reconciliation of State Invoicing (ROSI) and Prior Quarter Adjustment Statement (PQAS).

Additionally, the portal enables drug manufacturers to self-service a number of functions:

- Manage contact information and passwords.
- Manage who they want to have access to the external portal and control leveraging delegates within the portal to set what screens, invoice types and other functions to view.
- View and respond to state agencies' inquiries via secure messaging.

Assisting manufacturers with gaining access to and using the portal for invoicing and all functions of Drug Rebate Service is cost-efficient and supports highly effective turnaround time for payment collection.

**Contact us at**  
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### About Gainwell

Gainwell is the leading provider of technology solutions that are vital to the administration and operations of health and human services programs. Gainwell is a new company with over 50 years of proven experience, a reputation for service excellence and unparalleled industry expertise. Gainwell offers clients scalable and flexible solutions for their most complex challenges. These capabilities make Gainwell a trusted partner for organizations seeking reliability, innovation and transformational outcomes. Learn more about Gainwell at [gainwelltechnologies.com](http://gainwelltechnologies.com).