KPMG | **appian**

Pharma Commercial Contracting Automation (CCA)

**Improved third-party relationships.
Streamlined contract management.**

Our AI-enabled Contract Management accelerator empowers pharmaceutical organizations to overcome the complexities of managing contracts and third-party relationships. By streamlining workflows, enhancing visibility, and ensuring vendor compliance across the supply chain, it helps teams meet regulatory obligations while driving operational efficiency and cost savings.

Automating the contract process for greater efficiency

The pharmaceutical industry involves an increasingly complex web of regulations, contracts, and stakeholders. Manual processes, fragmented data, and legacy systems hinder efficiency, create compliance risks, and limit strategic decision-making. Valuable insights are often trapped within complex contracts and disparate systems.

Navigating such a highly regulated environment with intricate agreements requires significant coordination. Complex pricing and rebate data, as well as varying contract formats, often make it difficult to perform market comparisons and pricing surveys. With so many channels siloed, pharmaceutical organizations often lack 360-degree visibility to see everything: audits, contracts, pricing strategies, disputes, and more.

Meeting strict compliance regulations requires considerable time, effort, and costs, which threaten an organization's ability to maintain profitability.

The **KPMG Pharma Commercial Contracting Automation (CCA)** accelerator is an AI-enabled application designed to simplify the contract and third-party management process while driving efficiency.

The CCA is a transformative approach, providing a unified platform to manage the entire contract lifecycle. Through AI-powered data extraction and analytics capabilities, the CCA unlocks valuable insights that inform data-driven decisions regarding pricing, rebates, and overall profitability.

Automated workflows free teams from manual tasks and streamlines collaboration, improves accuracy, and reduces cycle times. Now, your teams can focus on strategic initiatives and value-generating activities.

How it works

The **KPMG Pharma Commercial Contracting Automation (CCA)** accelerator delivers a comprehensive solution for managing the entire contract lifecycle. Through its six distinct modules, it addresses each stage of the contract management process.

Strategy & Pricing Committee (CCA) Facilitates submission, documentation, and follow-up for committee meetings and decisions.

Contracting (CCA). Supports the creation and tracking of agreements across channels. With AI-powered data extraction, it captures tiered product and rate data, all maintained in a standard format for detailed reporting by therapeutic area, brand, entity, and agreement type.

Financial Management (CCA). Delivers real-time financial data visualization through dashboards, comprehensive budget management, and planning.

Audits (CCA). Streamlines audit processes and amendment tracking. With AI, changes between amendments are clearly summarized and tracked. AI-powered redlining allows users to instantly identify differences between document versions, significantly accelerating review cycles.

Disputes (CCA). Manages reporting and remediation of financial disputes efficiently, providing tracking and escalation tools to handle settlements.

Customer Insights (CCA). Offers consolidated views of suppliers and customers, connecting data for comprehensive third-party intelligence. The system uses AI to ingest and route email communications, extracting and persisting data to reduce manual tracking and data entry.

Why it matters

Faster time to market for new products. Streamlined contracting processes reduce the time it takes to negotiate and finalize agreements, accelerating speed to market and revenue generation.

Unlocks the power of contract data. Imagine reducing contract data extraction time by over 99%. What used to take 10 hours per contract now takes under a minute. This unlocks valuable time and resources, enabling your team to focus on analysis and strategic decision-making rather than tedious manual tasks.

Improved contract visibility and control. Gain a centralized view of all contracts across the organization, improving oversight and control. Easily track key milestones, obligations, and performance metrics.

Data-driven insights for strategic decision-making. Leverage AI-powered analytics to identify trends, optimize pricing strategies, and maximize profitability. Make informed decisions based on real-time data, not outdated spreadsheets.

Reduced contract management costs. Automate manual processes and reduce administrative overhead, freeing up valuable resources and lowering operational costs. Contract volume can increase, which helps you grow your business without adding additional headcount.

Proactive risk management. Improve compliance and mitigate risks associated with contract breaches, regulatory violations, and financial disputes.

Chatbot Assistance for Instant Support. Gain immediate support by asking questions about large agreements, knowledge sets, or regulatory documents. Quickly find the specific verbiage or terms you need without having to manually search through extensive documents.

Self-Serve Analytics. With data readily at your fingertips, you can now create impactful, data-driven insights. Interact with your data to uncover trends and perform analyses using AI, enabling you to make informed decisions and discover valuable patterns.

Success in action

Both the contracting and financial planning processes of a global life science company were inefficient and fragmented. There was no centralized third-party audit management system. Finally, its dispute resolution process lacked formal tracking, which created visibility problems. KPMG helped streamline processes and automate workflows, creating significant time and cost savings. The centralized system heightened visibility over all its individual systems, creating real-time tracking and reporting, which ultimately generated smarter, data-driven insights.

KPMG Intelligent Life Sciences Solutions: Transforming Operations for Tomorrow

KPMG delivers a comprehensive suite of solutions designed to modernize core life sciences operations. By leveraging AI, automation, and advanced technology, we help clients master regulatory complexity, streamline commercial and compliance processes, and unlock new efficiencies. Each solution, from contracting to transparency reporting, is crafted to solve specific industry challenges while contributing to a more connected, controlled, and intelligent enterprise.

Pharma Commercial Contracting Automation (CCA): An AI-enabled platform to streamline the entire contract lifecycle, improving third-party relationships and driving efficiency in commercial contracting.

Healthcare Professional (HCP) Engagement Assist: Automates and manages interactions with healthcare professionals and organizations to ensure compliance, reduce risk, and improve engagement.

State Pricing Transparency Reporting (SPTR): A centralized platform that simplifies and streamlines state-specific drug price transparency reporting to ensure compliance and accuracy.

Health Authority Inquiry (HAI): An AI-driven tool for managing the intake and response process for regulatory inquiries, reducing manual effort and ensuring consistent, compliant communication.

Covered Entity Case Management (340B): Centralizes and automates the management of 340B-related inquiries, including audits, eligibility, and refunds, for faster and more consistent responses.

Elevate your enterprise

Built for mission-critical operations, Appian's AI-powered platform automates and improves key business processes to reduce costs, elevate customer experiences, and create a strategic advantage. By pairing our deep Life Sciences industry knowledge with a modern AI-powered platform, KPMG provides solutions that generate significant sector capabilities alongside lasting ROI and value for our clients.

Talk to KPMG today to learn more

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