



ProspectoRx

Keeping You One Step Ahead of the Competition

ProspectoRx is a powerful web-based application that provides immediate access to accurate, comprehensive drug product and pricing information for guiding business decisions. ProspectoRx helps keep stakeholders in all segments of the pharmaceutical supply chain one step ahead of the competition in product development, analysis, marketing and sales.

ProspectoRx delivers drug information in **real-time**, which improves your ability to react to drug price volatility and market complexities. Our data is updated constantly throughout the day, including weekends and holidays, as Elsevier receives new pricing communications from manufacturers.



ELSEVIER

Why ProspectoRx

Remaining competitive in the pharmaceutical industry can be a challenge, as new products progress through clinical trials, production and pricing, and generic drugs fluctuate in availability and price. Stakeholders benefit from taking a market-wide view.

Drug manufacturers need to develop a deep understanding of historical and competitive pricing trends, while staying current on newly launched or updated products.

ProspectoRx provides critical product and pricing data to help drug manufacturers:

- Conduct competitive intelligence
- Price drugs to market
- Perform drug price verification and reference
- Develop contracts

With the pharmacy landscape rapidly changing, payers, PBMs and retailers must rethink strategies to address increasing costs, maintain transparency, manage market complexity and fulfill industry demands.

By utilizing ProspectoRx to analyze drug pricing, payers, PBMs and retail pharmacy chains can:

- Identify opportunities for cost savings
- Review pricing trends
- Develop contracts and purchasing strategies

Key Features

- **Real-Time Updates:** Drug product and pricing data is updated immediately when announced by manufacturers and made available on effective date. This ensures drug information is available when you need it, to drive important business processes and decisions.
- **Quick Search:** ProspectoRx makes it easy to find and use information you need. Look up individual products by industry standard identifiers, including UPC, NHRIC, NDC 10 or 11. Or search by label name, generic name, company name or labeler code to manage drugs on formulary.
- **New and Saved Product Searches:** Create new searches by label name, ingredients, package identifier or company. View search results in your browser window. Scroll across columns to see the product and price categories you need—including the Federal Supply Schedule (FSS). Save your product searches for one-click access to information you need often.
- **Hierarchy Search:** ProspectoRx conveniently organizes products as drug and non-drug items and incorporates a product's therapeutic intent. Save important queries based on six hierarchy levels, from broad to granular.



- **Watch Lists:** Create watch lists from saved searches or new watch lists, and receive email alerts as soon as pricing or product availability data changes at intervals you choose.
- **Date-Oriented Searching:** View price changes by date to complement pricing analysis and understand changes in competing products, or to get a glimpse of who has entered or left the market.
- **Market Class:** ProspectoRx is the only drug pricing solution that allows products to appear in more than one market class, making it easy for brand manufacturers to see who else is competing within the specified market class. Additionally, you can filter market classes by route of administration for more granular analysis.
- **Price Change Indicator:** Manage audits or price discrepancies quickly and easily with this indicator (e.g., manufacturer-reported change or error, keying error, NCPDP billing unit change, package label, NDC change, product revisions).
- **Percent Price Change:** ProspectoRx indicates if drug prices have increased or decreased to simplify price tracking. This applies to WAC, Direct, AWP, C-AWP-25, C-AWP-20 and C-CMS-FUL.
- **Export Capability:** Export search results directly into Microsoft Excel for more detailed reporting and analysis.
- **Search Result Hyperlinks:** Refine search results by clicking on hyperlinks to additional data. For example, click on entries under market classes to broaden your search and compare prices across the entire class.
- **Customizable User Preferences:** Customize the data fields in your search results. Predefine a minimum default date for historical price searches. Apply filters to pinpoint results.

ProspectoRx Supported Price Types

Reported Prices – Elsevier offers price types as they are directly reported from the product marketing firms, government agencies or private entities, including:

- Average Wholesale Price (AWP)
- Wholesale Acquisition Cost (WAC)
- Direct Price (DP)
- Federal Supply Schedule (FSS) – including Big 4
- CMS Federal Upper Limit (CMS-FUL) – end-dated on March 31, 2016
- Affordable Care Act – Federal Upper Limit (ACA-FUL)
- Affordable Care Act – Weighted-Average Manufacturer Price (ACA-W-AMP)
- National Average Drug Acquisition Cost (NADAC) weekly or monthly
- Predictive Acquisition Cost (PAC)

Calculated Price Types – Elsevier also publishes three (3) calculated price types:

- Calculated AWP (C-AWP)
- Calculated CMS Federal Upper Limit Price (C-CMS-FUL)
- Calculated AWP 1.20 (C-AWP 1.20)



Learn more:

elsevier.com/prospectorx

