Drug pricing data - the significance of TRUE Daily Updates™
Importance of TRUE Daily Updates™

Health care professionals and stakeholders across the drug supply chain depend on timely and accurate drug data to drive effective price analysis, streamline competitive intelligence, control costs and maintain profitable margins. Delays in pricing updates can seriously affect IT, operational and financial performance.

At first glance, all drug compendia are the same. If this is true, then it follows that all drug data is updated daily and is always available as needed. All things are equal, right? Not really.

Although all drug compendia receive the same data from pharmaceutical manufacturers at the same time, the processes by which they manage this incoming data are vastly different. This directly impacts the accuracy of drug pricing information as delivered to stakeholders and, in turn, their ability to react to drug price volatility and clinical market complexities.

Receiving price changes on the same day they are available from the manufacturers and delivered in a flexible platform has clinical advantages, especially as compared against drug data that is delayed by manual updates and then delivered by inferior technology. Relying on data that is truly up to date ensures stakeholders are accessing the latest drug information to adjudicate claims, ensure fair and transparent reimbursements, mitigate rising drug prices, and analyze pricing trends. The result is confident pricing strategies, streamlined operations and improved financial performance.

Elsevier is a leading provider of drug information – including Gold Standard Drug Database, which is built with today’s flexible technology, evidence-based content and a stellar editorial policy. Elsevier understands the importance of TRUE Daily Updates™ and this philosophy sets us apart from other drug information providers.

To better understand how TRUE Daily Updates benefits its stakeholders, it may be helpful to take a deeper look into the dynamics of drug pricing information.
The sheer volume of drug price changes

Drug prices change every day. In 2018, Elsevier processed nearly 4.5 million pricing changes – based on distinctive effective dates across the year – including all publicly available price types.

That equates to 12,287 changes every day of the year. It is not hard to imagine the impact on your business if you’re using outdated drug pricing data for a vast amount of business transactions each day. Outdated data can lead to poor financial performance, putting your business and your margins at risk.

Elsevier’s drug update process is unique. We don’t batch our updates for the end of the day or have cut-off times at the end of the week. We update drug pricing changes in real time, allowing us to publish updates daily, including holiday and weekends. Based on analytic evaluation of our Elsevier drug files, we have assessed that 28% of price changes fall on the weekend.

How might 12,287 changes every day of the year impact your business?

Considering this data volatility, drug compendia must be updated daily to remain current. Drug pricing that lags for weeks is inapt, as it can lead to misguided analyses, inaccurate reimbursements, increased costs or lost files – and ultimately, have an adverse effect on financial performance.
Pricing released on effective date

In those instances when manufacturers happen to send the data early, other drug compendia may report updated prices prior to the effective date. Elsevier receives the data and enters it immediately but publishes it on the effective date for customers’ convenience, eliminating the need for customers to do additional programming to ensure they are using accurate pricing.

- All prices have a begin and end date
- All pricing data is retained; nothing “falls off”
- Eliminates need to program around future dates
- Pricing data can be easily accessed right away
- Pricing can be updated on off-market packages

TRUE Daily Updates™

Through TRUE Daily Updates, Elsevier delivers drug information when it is needed. Every day, including weekends and holidays, Elsevier updates its drug information – clinical and patient safety data, drug pricing and images – encompassing all content. When a new drug launches or an important change is announced, customers can access all pertinent information that same day. By getting the right updates right away, users can avoid dispensing delays and potential risks to patient safety. And our nimble technology gives our customers the freedom to update automatically on their own schedules. They can skip the manual data reviews and repairs other drug databases require, saving time and money.

TRUE Daily Updates are unique to Elsevier and set us apart from other drug compendia.

Other drug compendia are built on archaic technology platforms that require lengthy processing and typically result in massive delays. For other compendia to begin their update processes, a “cutoff time” must be established. All clinical updates received after the cutoff – even vitally important ones – must wait until the next scheduled update. When a customer eventually receives the clinical data, they must then undergo a laborious mapping and QA process.

The way Elsevier updates drug information eliminates lag time between critical updates and our customers’ ability to access this information. TRUE Daily Updates empower our customers to choose when to update their systems. Elsevier’s database recognizes when customers have updated data and automatically applies all changes from the point of last update. Our customers benefit from huge savings in labor-intensive, manual updates by their IT staff with:

- No risk of overriding current data
- No manual review or repairs
- No need to apply multiple updates in a certain order
Superior adaptive technology

The Gold Standard Drug Database is built on a modern technology platform with a relational framework. The database is easy to implement, structured with content in related tables for simple, fast queries, and integrates quickly, with no mapping and minimal maintenance.

Other key features

- Overcomes Unit Price Field Limitations – Other compendias’ unit price field is constrained to $9,999.99, which requires altering package sizes to accommodate this limitation. Elsevier’s compendium is designed to support changes for today and tomorrow.

- Package sizes are entered in compliance with NCPDP standards and the unit price field is 10 places to the left and 5 places to the right of the decimal.

- Accommodates Off-Market/Inactive/Obsolete Products – When a manufacturer off-markets a product, inventory usually still exists within the supply chain. Other compendia do not allow updating for off-market/inactive/obsolete products. Elsevier’s drug database updates pricing on all packages regardless of market status, eliminating the need to manually update prices for these types of situations and others:
  - Products can and do take price increases after being discontinued.
  - Products experience name changes.
  - Products are bought and sold.
 Elsevier is the exclusive publisher of PAC – a drug pricing solution that uses a multi-tiered predictive analytics model that consumes daily inputs such as MAC benchmarks, existing price benchmarks, published price lists, drug utilization, behavioral metrics, and supply-and-demand factors to provide insight into a drug’s true acquisition cost.

- PAC estimates drug acquisition costs in a transparent and defensible way.
- PAC is more closely aligned with true drug acquisition costs than any other available drug price type.
- PAC supports both pricing analytics and contractual requirements.
ELSEVIER – The Drug Price Leader

Elsevier is the drug price leader. We exclusively deliver the most current and complete drug pricing and analysis tools with timeliness, coverage and clarity to improve operations and performance across the supply chain.

Timeliness

- TRUE Daily Updates™ – price changes are recorded every day, including weekends and holidays, for automatic updates when preferred.
- Pricing released on effective date – for those instances when manufacturers happen to send the data early. Other drug compendia may report updated prices prior to the effective date. Elsevier receives the data and enters it immediately but publishes it on the effective date for customers' convenience, eliminating the need for customers to do additional programming to ensure they are using accurate pricing.
  - All prices have a begin and end date
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  - Pricing can be updated on off-market packages

Coverage

- Current and historical data – to ensure you have all the data points you need to conduct accurate business forecasting and advanced analytics.
- Superior price type coverage with data reported directly from manufacturers/government agencies/private entities – plus three calculated price types.
- Exclusive publisher of Predictive Acquisition Cost (PAC).
- Supports off market – inactive – obsolete products.

Clarity

- Intelligent Data Architecture – superior data hierarchy and classification system offers limitless adaptations and scale to enable pricing and trend analysis and extend utilization capabilities.
- Adaptive Technology – delivers pricing data faster to avoid burden of manual updates, data delays and accuracy issues to ensure your modelling input needs are met today and tomorrow.

Drug Pricing Solutions

- ProspectoRx – a digital tool for real-time, drug pricing analytics. We leverage market-leading timeliness, superior price type coverage, and modern data architecture to facilitate detailed queries and actionable business insights.
- Predictive Acquisition Cost (PAC) the power of predictive analytics to provide insight into a drug’s true acquisition cost.
Evaluating drug data yields business value

You depend on drug data to maximize efficiency while ensuring a seamless data transmission, to maximize speed and accuracy simultaneously, and to maximize decision making capabilities. While it’s common to assume all drug databases are alike, evaluating the impact of your drug data can yield significant business value.

In order to maximize the utility of your drug data you need to challenge the assumption that your current data is as accurate and as timely as it should be. Consider utilizing benchmarking practices such as adding a second database to establish an objective baseline state. By analyzing your data at the point of reception you are in a much better position to evaluate accuracy – allowing you to assess the downstream impacts on IT and business operations – and from there you can deliver significant business value by adjusting operations accordingly.

Anchor your operations around the most current data in the market and leverage modern technology to avoid the burden of manual updates, delays in receiving data and accuracy issues.

TRUE Daily Updates™ reflect the work we do, every day of the year, to supply the most current and accurate drug information available. That’s our commitment to our customers.

For more information, please visit Elsevier.com/drug-information