

Case Study

Now it all adds up for a global pharmaceutical manufacturer

Compliance built in, not outsourced. This pharmaceutical manufacturer embedded state price transparency into its commercial operations, keeping ownership of compliance, data, and regulatory expertise in-house.

Highlights



100% on-time filings across every state deadline, with zero missed submissions or penalties



85% reduction in data-gathering time by unifying pricing, contract, and data into one system



100% visibility into the full audit trail and automated deadline monitoring built directly into existing pricing and contract workflows

“We wanted state price transparency compliance to become part of how we operate, not something we hand off to a vendor. Vistex lets us keep the expertise in-house while automating the parts that used to eat up our team’s time.”

Director of Pricing and Market Access, global pharmaceutical manufacturer



Overview

A leading pharmaceutical manufacturer faced a growing patchwork of state price transparency requirements, with expanding complexity around product launches, price increases, and reporting obligations across jurisdictions. Compliance activities relied heavily on manual tracking, spreadsheets, and constant coordination across pricing, market access, government affairs, legal, and finance teams.

Leadership believed one of the company's highest-risk compliance responsibilities should remain

under its own control rather than become dependent on an external reporting provider. They needed a system that kept regulatory expertise and institutional knowledge within the company, preserved process ownership, and eliminated the risk of costly penalties.



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Solution

The company selected SAP margin optimization by Vistex to embed state price transparency directly into its existing commercial and pricing ecosystem. Rather than relying on a separate outsourced reporting process, compliance became part of the same systems and workflows already governing pricing, contracts, and revenue management.

By leveraging the same pricing, contract, product, and commercial data already managed across its SAP and Vistex environments, the company eliminated duplicate data collection, reduced reconciliation efforts, and improved confidence that every filing was based on trusted enterprise data. Automated workflows, alerts, and audit trails increased visibility into upcoming filing requirements and regulatory obligations well ahead of deadlines.

Regulatory intelligence is combined with configurable business rules and workflows, allowing the company to adapt quickly to legislative changes while maintaining visibility, control, and internal compliance expertise.

They used Vistex solutions to extend compliance beyond reporting by connecting pricing decisions and filing obligations to the broader commercial ecosystem, including contracts, rebates, chargebacks, and revenue management. Internal compliance teams retained ownership of the process while building internal expertise, as Vistex solutions monitored the regulatory landscape and kept the company informed of new state reporting requirements as they emerged.

Results

Bringing state price transparency reporting into its existing Vistex and SAP ecosystem delivered measurable improvements in compliance readiness, efficiency, and control:

- Improved compliance readiness through centralized visibility into state filing requirements and deadlines
- Reduced manual effort associated with gathering pricing and product data across multiple systems
- Established a fully auditable process with end-to-end traceability from source data through submission
- Increased confidence in reporting accuracy through automated data validation and standardization
- Accelerated assessment of pricing decisions, acquisitions, and product launches by evaluating transparency obligations alongside contracts, rebates, chargebacks, and revenue management
- Strengthened internal compliance capabilities through regulatory intelligence, configurable workflows, and full process ownership

Vistex Business Advisory experts provide ongoing regulatory intelligence to the company, helping teams strengthen their own compliance capabilities. Rather than replacing internal expertise, they enabled the company to build and retain it as regulations evolve.

The company's compliance and pricing teams now operate from a single source of truth, eliminating disconnected spreadsheets while retaining complete ownership of one of the business's most critical regulatory processes. Compliance is no longer a separate reporting activity. It is embedded directly into everyday commercial operations.

Solutions implemented:**SAP margin optimization solutions by Vistex**

- SAP Paybacks & Chargebacks by Vistex
- SAP Incentive Administration by Vistex
- SAP Data Maintenance by Vistex, pricing option

Let's Connect

About a global pharmaceutical manufacturer

This global pharmaceutical manufacturer specializes in brand and generic pharmaceuticals. The company operates across multiple international markets and is navigating an increasingly complex web of state-level pricing transparency regulations while maintaining operational efficiency and compliance.