LIFE SCIENCES SERVICES

Cumberland®
consulting group

WHO WE ARE

Cumberland Consulting Group is a leading healthcare consulting firm that provides strategic advisory, implementation, optimization and outsourcing services to some of the nation's largest payer, provider and life sciences organizations. Our Life Sciences Division is dedicated to providing specialized consulting services to the pharmaceutical industry with a focus on commercial and government contracting. We deliver scalable, tailored solutions to help you get the most out of your contract and revenue management system. Our clients include pharmaceutical manufacturers of all sizes, including Top 50 organizations and small to mid-sized manufacturers.

CONTRACTS, PRICING AND COMPLIANCE PRACTICE

Our Contracts, Pricing and Compliance Practice includes business process outsourcing services with integrated enterprise-class technology, and comprehensive advisory services.

CONSULTING SERVICES

We provide comprehensive, high-quality consulting services across the product and revenue management lifecycle to help manufacturers navigate the increasingly complex life sciences industry.

- Commercialization
- Government Pricing and Compliance
- Contract Strategy and Optimization

BUSINESS PROCESS OUTSOURCING SERVICES

Our business process outsourcing (BPO) services help pharmaceutical manufacturers achieve compliance, manage risk, reduce costs and increase efficiency, so they can concentrate on growing their core businesses.

- Government Pricing Calculations and Reporting
- Medicaid, Coverage Gap and TRICARE Rebate Processing
- Contract Management
- Membership Maintenance
- Chargeback Processing
- Commercial and Managed Care Rebate Processing
- Reporting
- Predictive Analyses

> "As a result of Cumberland's outsourcing solution, we have better visibility into pricing and payment data, accurate price reporting and rebate payments, and the capability to make decisions to better shape long-term business outcomes."
>
> *– Nancy Doherty, Director, Pricing, Contracting and Reimbursement, Ferring Pharmaceuticals*

Model N

Cumberland's BPO services are powered by Model N Flex RMaaS solutions.

SYSTEMS INTEGRATION PRACTICE

As the largest contract and revenue management systems integrator in the life sciences industry, we help pharmaceutical manufacturers implement, upgrade and merge software systems. No matter the stage of an implementation project, our consultants help manufacturers get the most out of their new technology.

ADVISORY

We provide clients with strategic guidance and planning services to support technology, operational and implementation assessments, including business case and ROI development.

IMPLEMENTATION

Using a proven methodology that mitigates risks and delivers results, we help clients achieve successful implementations. Our services cover everything from initial planning and contract negotiation to post-go-live support and maintenance planning.

OPTIMIZATION

We help deliver value-added enhancements to our clients' software environments through process, tuning, reporting and training best practices.

OUTSOURCING

Our trained, certified staff members provide long-term application support for systems after they are live. We work with clients in both on-site and remote delivery models.

PROVEN EXPERIENCE

Cumberland has the proven experience to help your organization successfully implement contract and revenue management systems or outsource these functions to achieve compliance with contractual obligations. Cumberland has provided services to over 75 pharmaceutical manufacturers, including nine of the top 10 and 15 of the top 20. Our consultants and operations staff understand the complex nature of the contracting landscape to provide innovative solutions to help our clients maximize revenue, optimize pricing and ensure compliance with changing regulation.

OUR SERVICES

ADVISORY

Technology Operational and Implementation Assessments

Compliance Assessments

Software Vendor Assessments

Project Definition, Planning, Business Case and ROI

IMPLEMENTATION

Software Implementation

Software Upgrades

System Mergers

Custom Solution Development

Project Management

OPTIMIZATION

Business Process Optimizing

Performance Tuning

Reporting and Analytics

Data Archiving

Training

OUTSOURCING

Long-Term Application Support