



Increasing business  
continuity

Increasing deal  
transactability

Reducing the payer  
admin burden

CCX Catalogue and CCX  
Workflows in action in the  
Netherlands

## THE ISSUE

With an increasing number of deals under management and in the pipeline, a payer consortium in the Netherlands came to CCX to identify **new, innovative ways to manage negotiation workflows and contract management**. They faced several challenges: how to ensure clarity among key stakeholders, execute clear, efficient, repeatable processes, and decrease the burden of data-sharing and contract management.

## THE SOLUTION

CCX worked with payer to deploy CCX technology, initially within their organization and subsequently with participating payers and pharma manufacturers:

- ✓ **Developed a customized workflow** of negotiation phases, action items, and stakeholders, allowing payer to see all current, future, and past negotiations in one place and track work collaboratively
- ✓ **Consolidated contract** PDF files digitally for the payer to have key provisions, actions, and rebate methodology readily available, capturing key insights, trends and learnings
- ✓ **Identified and tracked key contract actions** for all payer stakeholders to view and ensure execution according to target dates and responsible parties
- ✓ **Integrated price and usage data sources** for the payer and identified how best to manage data within CCX platform in support of rebate calculation and other reporting
- ✓ **Developed a shared view** for pharma companies to bring clarity and transparency to key contract provisions and performance

## THE IMPACT



Increasing admin efficiency and allow team to focus on strategic and high value-add work



Ensuring institutional knowledge by capturing negotiations and contract learning



Reinforcing stakeholder collaboration and trust by ensuring clarity, alignment and consistent processes



Building foundation for future innovative contracts without causing an admin burden



Enabling faster and cost-effective rebate resolutions



Enhancing accuracy and auditability across multiple data sets

*Reimagine everything*

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# Payer Engagement: Project Phases

## Phase I: Internal Implementation

CCX deployed Workflow and Catalogue tools configured for the payer consortium to optimize and streamline their work internally:

- Stored all existing agreements in a highly secure manner
- Created standardized workflow templates for negotiations

12 member payers of the consortium were onboarded and granted access to use the deal catalogue and workflows on a daily basis

| ID  | Therapy                                      | Contract Period            | PAS Price |
|-----|--|----------------------------|-----------|
| 536 | Jakavi® (Novartis)<br>Myelofibrosis (MF)     | Jan 1, 2021 - Dec 31, 2022 | 2,856     |
| 535 | Jakavi® (Novartis)<br>Polycythemia Vera (PV) | Jan 1, 2021 - Dec 31, 2022 | 2,856     |
| 266 | Otezla® (Amgen)<br>Behçet's Disease          | Jan 1, 2021 - Dec 31, 2022 | 550       |
| 265 | Otezla® (Amgen)<br>Psoriasis                 | Jan 1, 2021 - Dec 31, 2022 | 550       |
| 264 | Otezla® (Amgen)<br>Psoriatic Arthritis       | Jan 1, 2021 - Dec 31, 2022 | 550       |

  

| Initial Meeting |             | Dossier Submission |             | Negotiation    |             | Contract       |             |
|-----------------|-------------|--------------------|-------------|----------------|-------------|----------------|-------------|
| Date            | Target Date | Completed Date     | Target Date | Completed Date | Target Date | Completed Date | Target Date |
| 03/10/2023      | 04/07/2023  | 03/13/2023         | 05/27/2023  | 06/10/2023     | 06/10/2023  | 06/10/2023     | 06/10/2023  |

  

| Action Item      | Due Date   | Completed Date | Notes                  |
|------------------|------------|----------------|------------------------|
| File upload      | 03/10/2023 | 03/10/2023     | Uploaded to CCX        |
| Quarterly Report | 03/25/2023 | 03/25/2023     | Shared with HQ on 3/25 |

## Phase II: Shared View with pharma manufacturers

CCX worked with payer consortium and pharma manufacturers to develop a shared view of the deal catalogue and workflows and provide a joint platform for negotiation activities, capturing:

- Key action items
- Reporting requirements
- Contract provisions
- Pricing updates and relevant prescribing data

The screenshot shows the 'Round 1' interface of the CCX platform. It includes a 'Pricing' tab with a 'Price Breaks' section, a 'CAP' (Contract Agreement Period) section, and a 'Performance' section. The 'Pricing' section displays a table with columns for Product, Primary Pack, List Price, and Price. The 'CAP' section shows a table with columns for Product, Primary Pack, List Price, and Price. The 'Performance' section shows a table with columns for Product, Primary Pack, List Price, and Price. The interface also includes a 'Patient Population Level Cap' section with a table showing the total budget impact and the number of patients.

## CCX at a glance

CCX is dedicated to advancing and supporting payers and pharma teams within market access with purpose-built software

3 digital tools to facilitate teams with planning, negotiating and managing access agreements:

- CCX Planning
- CCX Workflow
- CCX Catalogue

For illustrative purposes only, not reflective of actual data