

CASE STUDY

“Transforming Pre-Disclosure Processes with SpendMate”



Challenges

Navigating the European Federation of Pharmaceutical Industries and Associations (EFPIA) transparency obligations presented a significant challenge for life science companies. Member countries mandated the pre-disclosure of transfers of value to healthcare professionals (HCPs) and healthcare organizations (HCOs) prior to publishing EFPIA reports. Any discrepancies identified during this process required prompt resolution. Traditionally, this involved the compliance team undertaking labor-intensive tasks—calculating transfers, generating individual statements, and sending hundreds to thousands of letters manually. This cumbersome approach strained resources, created potential risks of non-compliance, and demanded a streamlined, privacy-compliant solution.



Country-Specific Customization:

SpendMate supports jurisdictional configurations with customized email content and dedicated inboxes, ensuring efficient communication and regional compliance.



Error Mitigation Tools:

A validation screen ensured the accuracy of recipient email addresses, significantly reducing delivery errors.



End-to-End Support

Cresen's team provided ongoing technical assistance to ensure a smooth transition and maintain data quality.

Solutions

Cresen Solutions introduced an innovative approach through SpendMate's advanced reporting module. Leveraging its capability to operate seamlessly across 30+ countries, the module automated the generation and distribution of pre-disclosure statements via email. Key features of the solution included



Post-Process Transparency:

Detailed reports tracked email delivery statuses, enabling immediate resolution of any issues.



Pre-Sending Testing:

This allowed business users to test the format and email content before sending final emails to recipients, ensuring correctness and clarity.

RESULT:

The deployment of SpendMate's solution revolutionized the compliance team's operations:



Efficiency Boost

Automated workflows reduced the time spent on pre-disclosure processes by 80%, saving \$50,000 globally.



Scalability

Scalability: The modular design allowed rapid adaptation and activation in new countries with minimal effort.



Resource Optimization

Freed-up resources enabled teams to focus on evolving regulatory landscapes and new obligations.



Compliance Confidence

Reliable tracking and error-reduction measures enhanced accuracy and regulatory adherence.



CONCLUSION

By harnessing the capabilities of SpendMate, Cresen Solutions delivered a transformative solution that empowered life science organizations to meet EFPIA pre-disclosure requirements with unparalleled efficiency and precision. The innovative automation tools not only ensured compliance but also set the stage for scalable, future-ready reporting processes.

