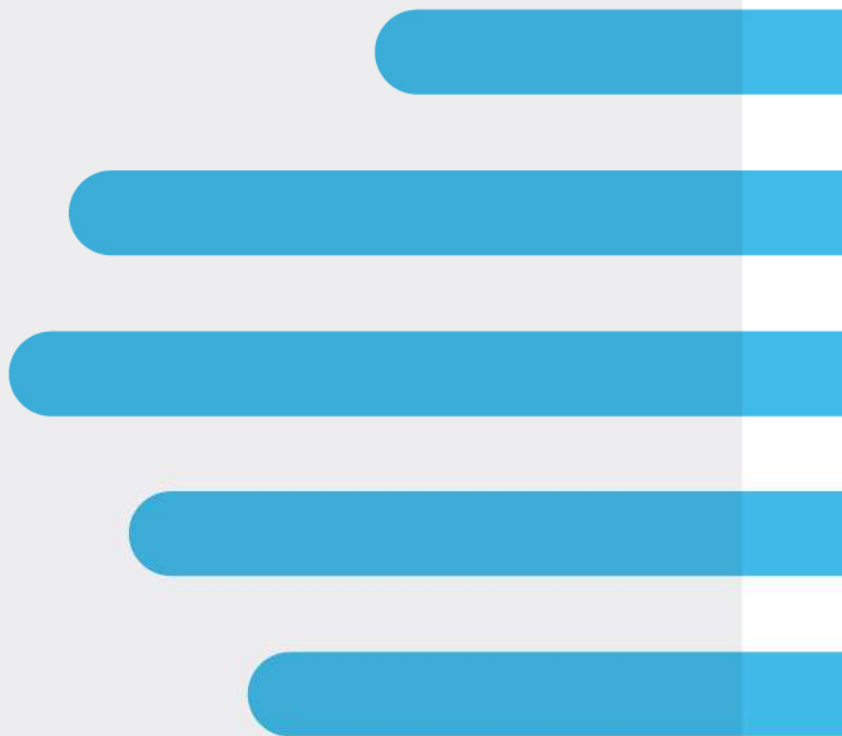




# **IQVIA Business Intelligence and Data Warehouse**

*GCloud 15 Pricing Document*



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## PRICING MODEL

### Business Intelligence/Data

#### Xponent BPI

##### Overview of the offering

Xponent BPI provides information on the value and volume of both prescribed and dispensed products across the UK.

##### Source of the data

The data is sourced from both Pharmacy PMR systems and wholesaler sales to dispensing doctor locations.

##### What is the offering used for

Xponent BPI is used for product tracking and planning

##### Conditions of purchase

You are not required to purchase any other offering prior to purchasing Xponent BPI data

##### Reports available

Trawling Report – Pack level granularity for all products in the UK

Overview Report – Product level granularity for all products in the UK

In-depth Report – Pack level granularity for selected ATC3's

Audit Viewer – Pre-defined reports at all levels of granularity in a pdf format

##### Delivery method

Trawling Report – IMS Analysis Manager and Relational Database

Overview Report – IMS Analysis Manager and Relational Database

In-depth Report – IMS Analysis Manager and Relational Database

Audit Viewer – pdf format via IMS Analysis Manager

##### Factors impacting price

##### Delivery Frequency

The frequency that the data is required will impact the cost. As standard it is delivered monthly however if it is required more or less frequently the following factors apply:

| Frequency  | Factor |
|------------|--------|
| Monthly    | 1.00   |
| Bi-Monthly | 0.80   |
| Quarterly  | 0.70   |
| 1/2 Yearly | 0.60   |
| Ad-hoc     | 0.55   |

## **Granularity**

Xponent BPI is taken at the UK level so this factor is set to 1.00

## **Historical Data**

Xponent BPI Trawling and Overview can be taken with 2, 3, 4 or 5 years historical data with each deliverable. Xponent BPI In-depth or Audit Viewer reports come with 2 years history as standard.

## **Additional Local Copies**

Any additional copies of audits taken will be priced at 2.5% of your local subscription price for this audit.

## **HQ License Fee**

HQ license fees will be charged at 25% of the local subscription cost.

## **Additional Measures**

The standard measures are Cash, Units, Prescriptions and Counting Units. Xponent BPI has all 4 measures as standard therefore there are no pricing factors for additional measures.

## **Additional Formats**

Xponent BPI is delivered as standard through IMS Analysis Manager. If the client wishes to take an additional format, such as a relational database, then they are charged at 2.5% of their total subscription cost, per additional format.

## **Combined BPI and HPA Audit**

If a combined audit is required with Hospital data included then one additional format is charged at 2.5% of total subscription cost of both audits.

## **Minimum Price**

Xponent BPI has a minimum price of £7,400.00 applied to it. This value is factored by the delivery frequency. E.g. the minimum price of a quarterly report would have a factor of 0.70 applied to it in relative to the monthly price.

## **Rebates**

If multiple reports are required which contain the same data a rebate is applied. For example, if both a Trawling Report and In-depth report is purchased then the In-depth report data is duplicate data. A rebate is charged so that only an additional local copy price is charged at 2.5%.

## **Report Pricing**

### **Trawling Report**

A Trawling report is charged as stated below and is factored by the factors in the previous sections:

| History Data | Price £'s  |
|--------------|------------|
| 2 Years      | 174,084.00 |
| 3 Years      | 195,845.00 |
| 4 Years      | 206,725.00 |
| 5 Years      | 217,605.00 |

## **HPAI - Hospital Pharmacy Audit**

### **Overview of the offering**

HPAI provides information on the value and volume of hospital pharmacy usage in the UK, at a national level

### **Source of the data**

The data is sourced from the Hospital PMR system.

### **What is the offering used for**

HPAI is used for product tracking and market analysis

### **Conditions of purchase**

You are not required to purchase any other offering prior to purchasing HPAI data.

### **Reports available**

Trawling Report – Pack level granularity for all products in the UK

Overview Report – Product level granularity for all products in the UK

In-depth Report – Pack level granularity for selected ATC3's

### **Delivery method**

Trawling Report – IMS Analysis Manager or relational database (xml)

Overview Report – IMS Analysis Manager or relational database (xml)

In-depth Report – IMS Analysis Manager or relational database (xml)

### **Factors impacting price**

#### **Delivery Frequency**

The frequency that the data is required will impact the cost. As standard it is delivered monthly however if it is required less frequently the following factors apply:

| Frequency  | Factor |
|------------|--------|
| Monthly    | 1.00   |
| Bi-Monthly | 0.80   |
| Quarterly  | 0.70   |
| 1/2 Yearly | 0.60   |
| Ad-hoc     | 0.55   |

## Specialty and Homecare

Specialty and Homecare are available. Their factors are:

| Report    | Factor |
|-----------|--------|
| Homecare  | 1.10   |
| Specialty | 1.94   |
| Both      | 2.14   |

## Historical Data

HPA National is priced at 2 years historical data as standard although you can purchase anything from 1 year of data up to 5 years. The factors are:

| History | Factor |
|---------|--------|
| 1 Year  | 0.75   |
| 2 Years | 1.00   |
| 3 Years | 1.13   |
| 4 Years | 1.19   |
| 5 Years | 1.25   |

## Additional Copies

Any additional copies of audits taken will be priced at 7.5% of the total audit price, per copy. Any HQ that receives the data outside of the local office will be charged at 25% of the total price, per copy.

## Additional Measures

HPA National comes with Cash, Volume and Counting Units as standard.

## Additional Formats

HPA National is taken in IMS Health Dataview as standard. If the client wishes to take a different format, such as a flat file, then they are charged at 2.5% of the total price per additional format.

## Minimum Price

HPA National has a minimum price of £8,569.00 applied to it. This value is factored by the delivery frequency.

## Rebates

If multiple reports are required which contain the same data a rebate is applied. For example, if both a Trawling Report and In-depth is purchased then the In-depth data is essentially duplicate data and therefore the price of an additional copy is charged for the in-depth report and a rebate is applied.

## Report Pricing

### Trawling Report

A Trawling report is charged at £49,059.00 and is factored by the above factors.

## **Xponent BPI and HPAI National Combined**

### **Overview of the offering**

Please refer to the sections outlining Xponent BPI and HPAI National for more details on the offering. Please note that this audit on provides dispensed information and not prescribed information.

### **Report Pricing**

All reports are charged at 2.5% of the total cost of the individual subscriptions to Xponent BPI and HPAI National.

## **Provision of branded prescribing including patent expiry information and biologic/non biologic flag**

Delivered quarterly £173,108.00

### **Business Intelligence/Data Warehouse**

| Service                                  | Price (Ex VAT)               |
|------------------------------------------|------------------------------|
| Business Intelligence and Data Warehouse | £1,500.00 per person per day |

## Contact IQVIA

For further information about this service please contact us at:

**email:** [hss\\_salesenablement@iqvia.com](mailto:hss_salesenablement@iqvia.com)

**visit:** [www.iqvia.com/uk-nhs-solutions](http://www.iqvia.com/uk-nhs-solutions)