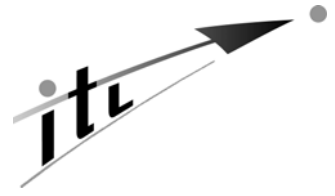


HERA – Analysis Tool for ARZ-data

- not only a burden, but also primarily a benefit –
- Version February 2006 –



Software,
die Sie ans Ziel bringt

Monthly billing data management of pharmacies computer centres (ARZ) resultant from the “Beitragssatzsicherungsgesetz 2003”.

Current affairs

The present law development in the range of the pharmaceuticals law is being attentively observed. Reasonable and necessary modifications and enhancements will be implemented in HERA immediately.

Brief description:

HERA is a software designed for the administration of discount data of computer centres and consequently it is also useful for account control. The complete process, beginning with the simple import, the account control incl. relevant evaluations is being supported by HERA.

The import is recorded down to the last detail, a double entry of data will be refused. Apart from numerous checks, it is also possible to check

- costumers and
- PZN's.

The listing of associated pharmacies following BPI is optional. All results can directly be exported into Excel or can be printed. Diagrams for example can be directly stored as JPG-File.

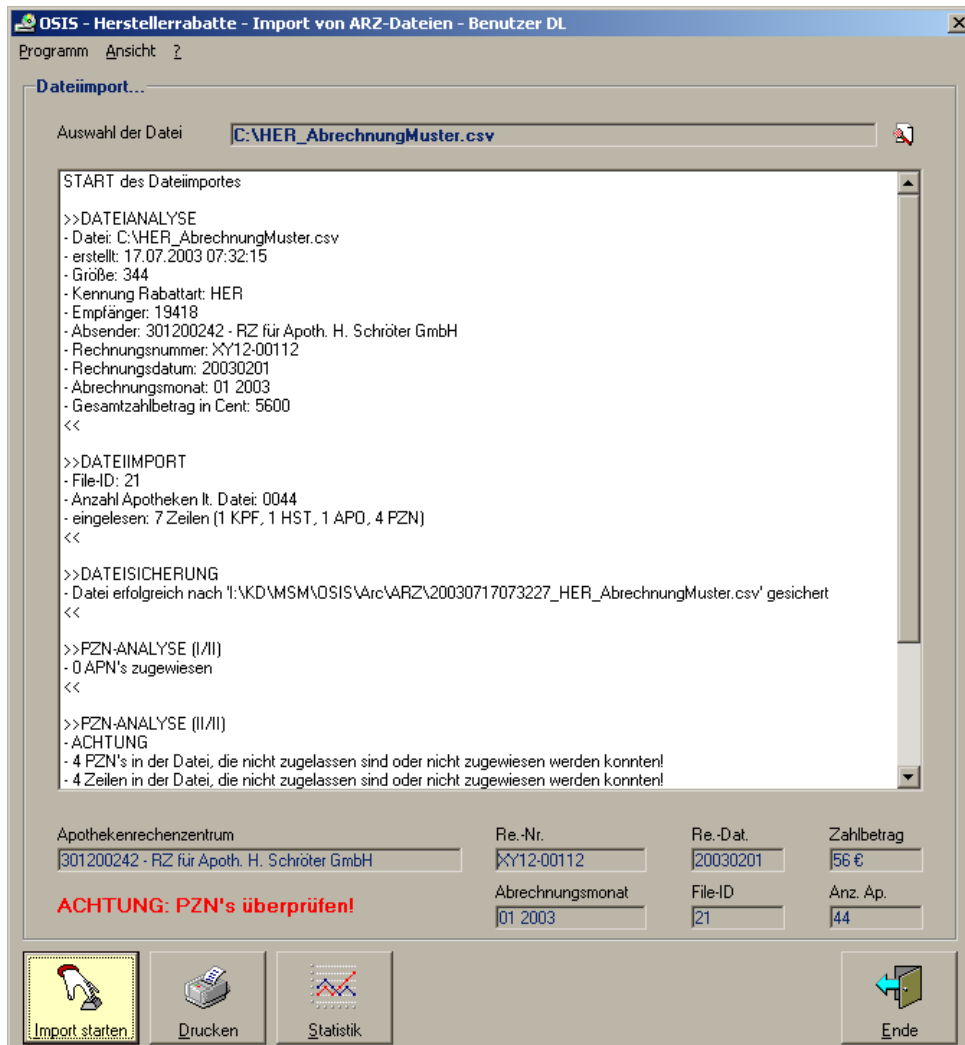
HERA can be integrated in an existing IT environment to optimize verifications concerning customers and items (additional option).

All evaluations will be designed individually by means of your needs and requirements and will be made available through HERA.

Further highlights:

- Simple data import by mouse click.
- Intuitively operated user-interface.
- Extensive plausibility check (manufacturer, PZN, invoice amount, ...) with the help of
 - checklists and
 - optional integration of your master customer- and/or item data.
- Detailed error logging.
- Trace of discount requiring items within any period.
- Extensive analysis possibilities concerning any periods (for example: per ARZ, PZN, ...).
- Creation of a standard print as a basis to be forwarded, for example to the accounts department.
- Integration of graphic evaluations, directly usable for presentations, for example with Powerpoint.
- Simple export into Excel for turnover comparisons.
- Print of results in table format.
- Data export in the CSV format.
- Creation of freely definable Word documents for misc. correspondence.
- Filing of data in relational database.
- Import controll to avoid multiple import.
- Open for enhancements.
- Operating system: Windows 2000, XP, 2007.

Data import



Data import is carried out after few mouse-clicks

- selection of file and
- click on button <start import>

on the basically intuitively operated user interface.

An extensive plausibility check (manufacturer, pharmacies, PZN, invoice amount, ...) takes place during import as well as a detailed logging. In the newest version some (interim identified) incorrect data formats, delivered by computing centres, are automatically corrected. All data are read into a relational database (will be delivered free of charge if used by up to five users), so that all data will be permanently available for analysis and checking.

The advantage of HERA, despite the standards, is the possibility of individual adjustment to company requirements .

Account control/validating

In line with account control there are different possibilities to recognize any errors in billing. By displaying of granted discounts (discount examination) first errors can be identified directly.

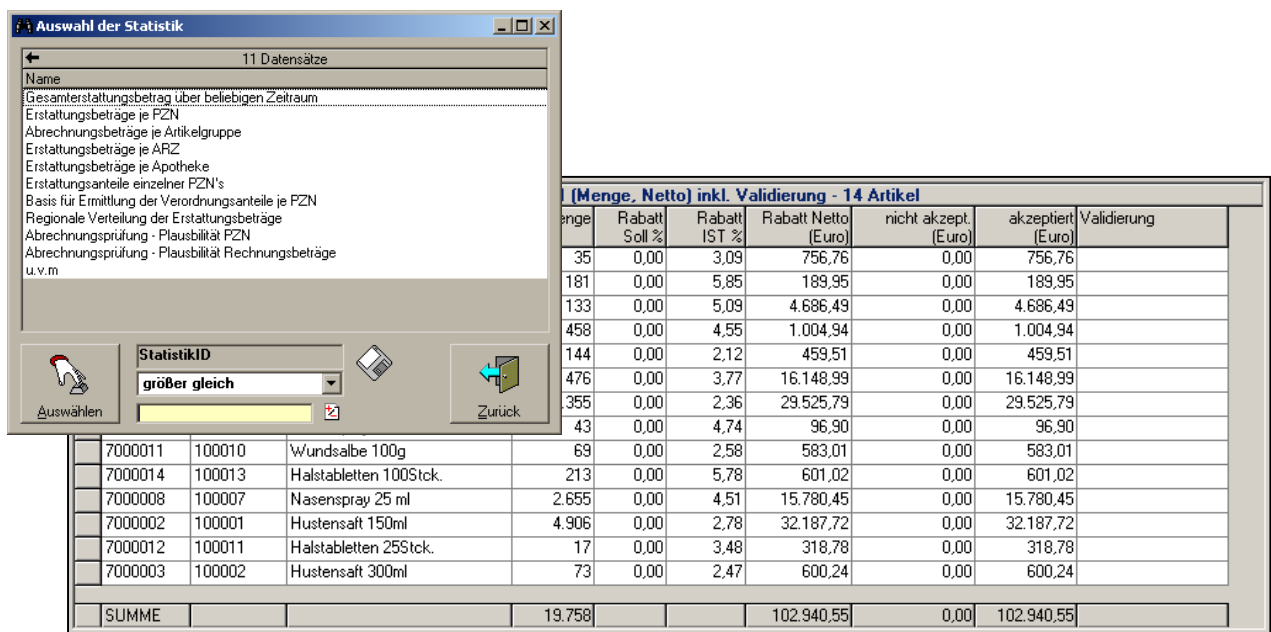
If the additional option of integrating your own item data is used, a comparison between base price and original price and thus a comparison between target/actual discount can be realized.

Furthermore single PZN's which are allowable for discount can be defined. Any remaining eventually charged articles will be recognized within validating and are separately displayed.

If single lines are not accepted, they can directly be marked accordingly. HERA calculates immediately the so called "Accepted Invoice Amount" and excludes the lines concerned from further analyses. Consequently a payment list can be provided.

Evaluations/Statistics

Numerous standard evaluations, adapted or enhanced according to your requirements, are available.



The screenshot shows a window titled "Auswahl der Statistik" with a list of 11 data sets. Below the list is a "StatistikID" dropdown menu set to "größer gleich". To the right, a table titled "(Menge, Netto) inkl. Validierung - 14 Artikel" is displayed. The table has columns: Menge, Rabatt Soll %, Rabatt IST %, Rabatt Netto (Euro), nicht akzept. (Euro), akzeptiert (Euro), and Validierung. The table contains 14 rows of data and a final row for the sum.

Menge	Rabatt Soll %	Rabatt IST %	Rabatt Netto (Euro)	nicht akzept. (Euro)	akzeptiert (Euro)	Validierung			
35	0,00	3,09	756,76	0,00	756,76				
181	0,00	5,85	189,95	0,00	189,95				
133	0,00	5,09	4.686,49	0,00	4.686,49				
458	0,00	4,55	1.004,94	0,00	1.004,94				
144	0,00	2,12	459,51	0,00	459,51				
476	0,00	3,77	16.148,99	0,00	16.148,99				
355	0,00	2,36	29.525,79	0,00	29.525,79				
43	0,00	4,74	96,90	0,00	96,90				
7000011	100010	Wundsalbe 100g	69	0,00	2,58	583,01	0,00	583,01	
7000014	100013	Halstabletten 100Stck.	213	0,00	5,78	601,02	0,00	601,02	
7000008	100007	Nasenspray 25 ml	2.655	0,00	4,51	15.780,45	0,00	15.780,45	
7000002	100001	Hustensaft 150ml	4.906	0,00	2,78	32.187,72	0,00	32.187,72	
7000012	100011	Halstabletten 25Stck.	17	0,00	3,48	318,78	0,00	318,78	
7000003	100002	Hustensaft 300ml	73	0,00	2,47	600,24	0,00	600,24	
SUMME			19.758			102.940,55	0,00	102.940,55	

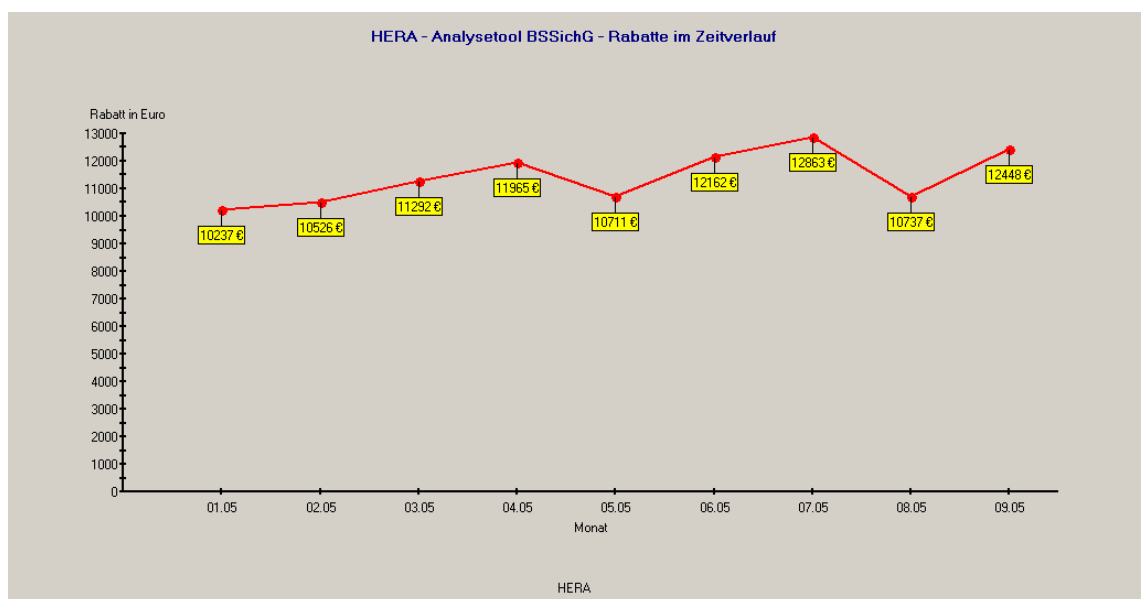
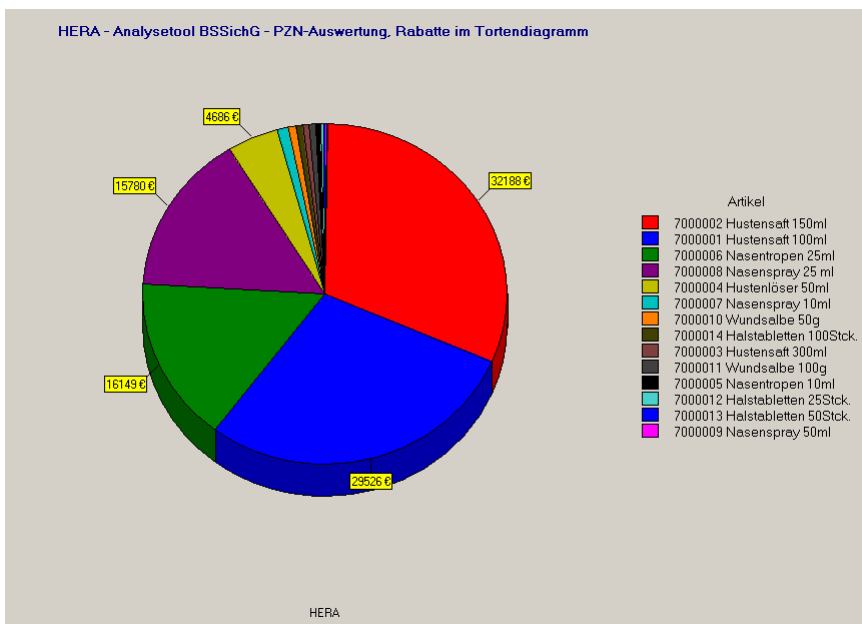
The evaluations can be produced according to selection and definition (any combination is possible) simply by mouse click:

- Pharmacy computer centre
- Discount file
- Invoice number
- Calculation period
- Accounting period

All results can be exported into Excel or can be printed directly. On request, evaluation according to prescription or refunding date is possible.

Further evaluation possibilities (adaptable according to individual requirements):

- Totals lists per PZN-range (ranges can be freely defined).
- Aggregated evaluations according to different criteria resulting from own regular customer data (appropriate integration required).
- Determination of prescription quota.
- Location of individual pharmacies showing small direct sales but high prescription sales.
- Implementation of graphical evaluations.



**Module costs and Service ITL:**

The basic costs for HERA are calculated for one server license with five client licenses. The installation of HERA will be carried out on-site by ITL and users will be briefed. Furthermore the individual evaluation adjustments will be implemented on-site as well. No additional charges will arise, as long as the evaluations fit in with the fundamental module conception and the time for adjustments will not exceed more than 4 hours. The basic costs do not include the integration of own regular customer data or item data. On request we offer the import of all history data available.

System environment:

The installation of HERA contains the installation of the database (MS SQL-Server 2000/2005/2008, MSDE) including modular components on a Windows-Server (concerning the operating system, also a client installation can be used). Furthermore a module installation for clients access-authorized (Windows 2000, XP, 2007) will follow. These are components, which are compatible with the Microsoft standard components. The necessary harddisk size for the server can be estimated after review of data volume which has to be imported. In general, an exceedance of 500 MB is not to be expected. An existing MS-Office-Installation (Word, Excel) is not mandatory but useful for obtaining the optimum efficiency of the numerous functions of HERA.

References:

Among other things the following companies are successfully using HERA:

- Alk-Scherax Arzneimittel GmbH, Hamburg
- Ipsen Pharma GmbH, Ettlingen
- Krewel-Meuselbach GmbH, Eitorf
- Lundbeck GmbH, Hamburg
- Merck Selbstmedikation GmbH, Darmstadt
- Merck Dura GmbH, Darmstadt
- Serono GmbH, Unterschleißheim
- Weleda AG, Schwäbisch Gmünd

For further information please contact us any time.

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