# SOLVER
## for Pharmaceutical Companies

| Get Complete Insight

# Table of Contents

## Introduction

The purpose of this white paper is to provide an overview of Solver. With frequent, automated cloud updates, the solution is continuously being enhanced to drive faster, better decisions across its global customer base. For the latest information or to discuss your specific needs, please contact your local Solver partner, visit Solver's [web-site](web-site) or email us at [info@solverglobal.com](mailto:info@solverglobal.com).

## Product Summary

Solver provides a single, cloud-based solution that automates reporting and planning processes, and supports faster and better decisions based on key information from across the organization's data sources.
Key benefits that Solver provides include:

- A top-rated Corporate Performance Management (CPM) solution by G2 based on user satisfaction
- Global partner channel with industry expertise to help you whenever and wherever
- Cloud software, support, and upgrades packaged into a subscription price providing unmatched ROI over traditional CPM solutions
- Built for business users to manage the entire solution without the need for developers
- Executive and management data from across the organization that is easily accessible in ONE place with Solver's intelligent data warehouse
- Solver's multi-tenant cloud application provides quick initiation, SOC 2 compliance, automatic software upgrades, and scalability at one's convenience
- Solver provides the power and the familiarity of cloud-connected Excel to solve the most complex formula and layout requirements for reporting and planning template designers
- Easy-to-use, pre-built integration to Power BI, the world's #1 visualization solution
- Fast and cost effective integrations provided with Solver's wizard-driven CSV, SQL, and prebuilt ERP/CRM Connectors
- Unlimited access to reports and dashboards from secure web portal
- Hybrid cloud option provides customers with real-time cloud reporting capabilities for their on-premise ERP system

## Company Summary

Solver, Inc. is redefining the category of cloud-based reporting and planning. The Solver solution is built to enable faster and better business decisions across the entire organization. Solver combines financial and other key data into a single tool, powered by the most flexible report and planning form designer on the market. Organizations use this solution to automate and streamline financial and operational reports, consolidations, and budgeting and forecasting processes. Solver empowers users with complete insight that drives intelligent decisions and competitive advantages. Headquartered in the United States, Solver, Inc. has more than a dozen offices and hundreds of partners globally that provide local and industry expertise. To learn more, visit www.solverglobal.com.

# PHA02 – Executive Dashboard

This is an example of an executive dashboard. It shows the use of the Solver Data Warehouse to combine numerous important data sources on a single dashboard and present whatever a company determines as the most essential information to an executive. In this sample dashboard, the following information is included:

- Top Sales Producers (Salespersons)
- Top Payers (Insurance Companies, Government etc.) on behalf of the consumer
- Top Sales Channels
- Volume by Product
- Gross and Net Sales over the last 12 months

# PHA03 – Sales Management Dashboard

This dashboard example focuses on overall Sales Management, with an added focus on First Time Prescriptions (NBRx), Medication Samples distributed to providers, and the number of providers visited (reached) by the sales team.

In this sample dashboard, the following information is included:

- Sales Trend (rolling 12 month)
- Sales by Business Unit
- Sales by Channel
- Net Sales by Product
- YTD Units Sold
- New Business (NBRx) (Rolling 12 months)
- Samples by Product
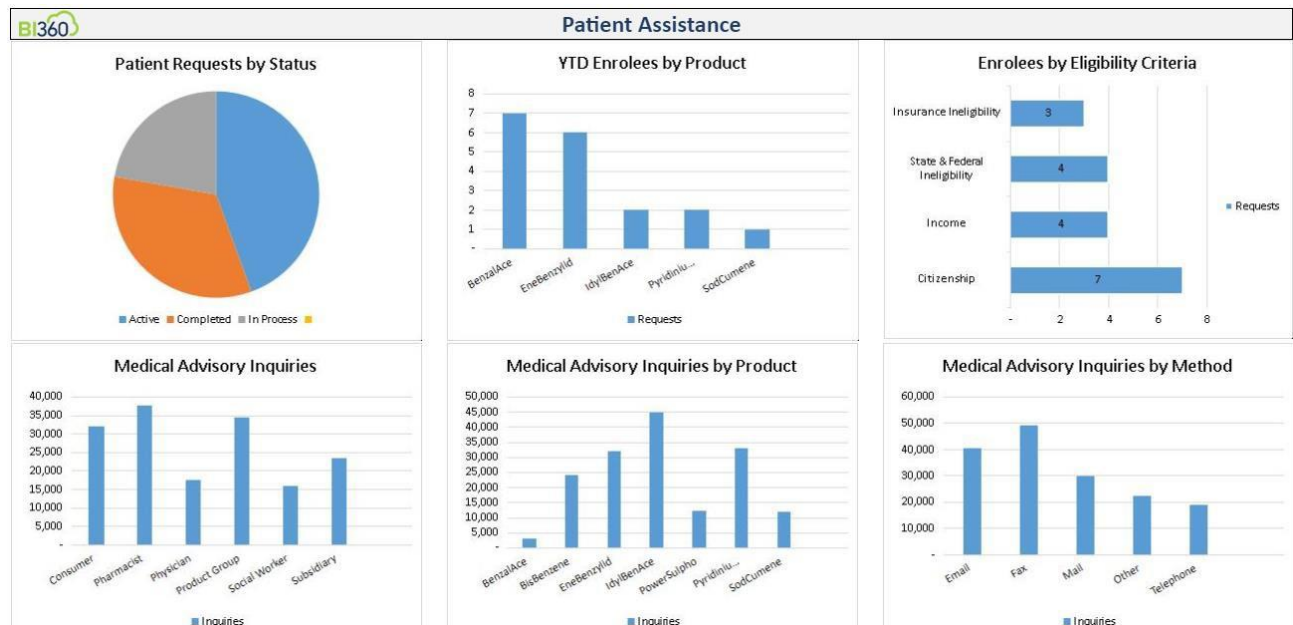- Reach (Calls on Physicians etc.) by Business Unit

# PHA04 – Patient Assistance Dashboard

This dashboard example focuses on the Patient Assistance and Medical Advisory services. The Product table in the top left corner can also be used as a filter, which will automatically filter the other components in the dashboard on that Product.
In this sample dashboard, the following information is included: Patient Assistance Program:

- Status of Patient Assistance Requests
- Enrollees per Patient Assistance Program Type
- Enrollees per Eligibility Criteria
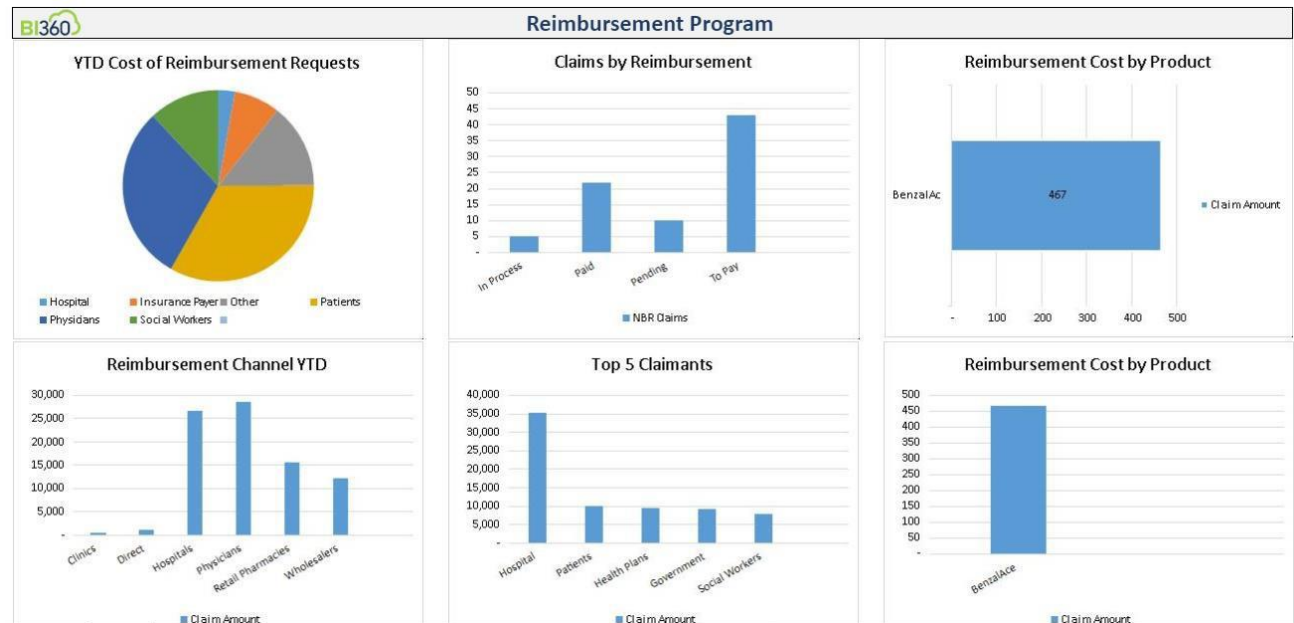
Medical Advisory Services:
- Source of Medical Inquiries
- Number of Medical Inquiries by Product
- Number of Medical Inquiries by Method of Communication

# PHA05 – Reimbursement Program Dashboard

This dashboard example presents a picture of the Reimbursement Program. In this sample dashboard, the following information is included:
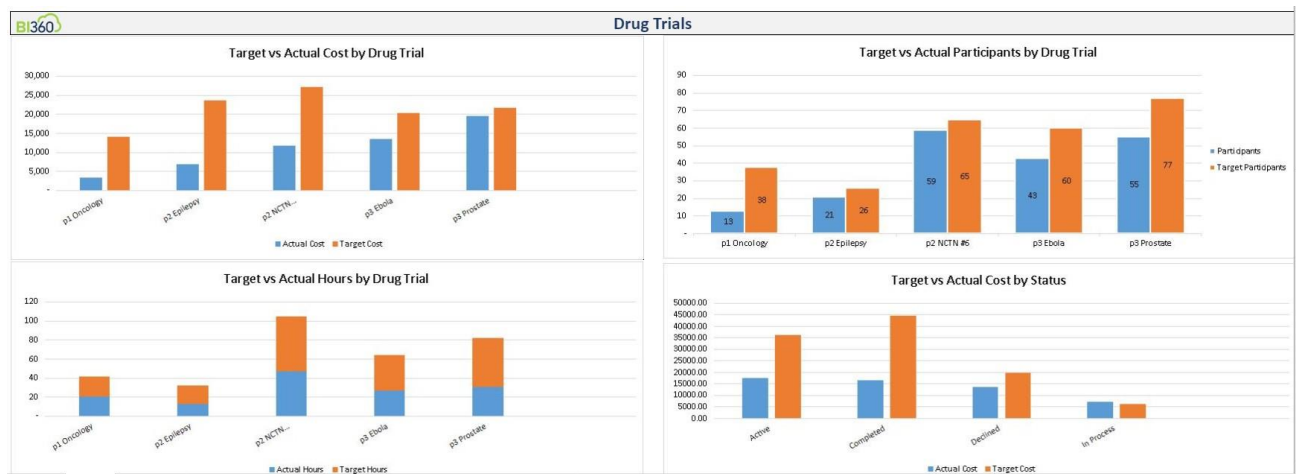
- Cost of Reimbursements by Channel
- Number of Reimbursement Requests by Status
- Cost of Reimbursements per Product
- Number of requests per Reimbursement Channel
- Top 5 Claimants by Reimbursement Cost
- Reimbursement Costs per Product

# PHA06 – Drug Trials Dashboard

This dashboard example presents a picture of Drug Trials Projects. In this sample dashboard, the following information is included:

- Target vs Actual Cost per Drug Trial
- Target vs Actual Number of Participants per Drug Trial
- Target vs Actual Number of Hours spent per Drug Trial
- Target vs Actual Cost by Drug Trial Milestone Status

# PHA07 – Profit and Loss Report

This Solver report example shows a formatted Profit & Loss Report. Solver's flexible report designer can design virtually any financial statement. The example below includes key figures in large fonts to draw the reader's attention to the most important information in the report. Users can drill down to analyze the details behind the numbers.

As with all Solver reports, filters can be used to run the report for any time-period, customer, item, etc. In addition, the report can be run and published by email, or run on-demand in Excel, the Web Portal or on a Mobile device.

## PROFIT & LOSS

BI360

**Company: S. America**                                                                                                      September, 2021

| | Act Mth | Act Mth LY | Var | Var % | Bud Mth | Var % | Act Ytd CY | Act Ytd LY | Variance |
|---|---|---|---|---|---|---|---|---|---|
| **Revenue** | | | | | | | | | |
| 40010 Product Revenue | 415,116 | 522,948 | (107,833) | -20.6% | 214,722 | 93.3% | 3,556,653 | (211,123) | 3,767,775 |
| 40020 Services Revenue | 276,143 | 326,352 | (50,209) | -15.4% | 142,837 | 93.3% | 2,125,542 | (154,553) | 2,280,095 |
| 40030 Royalties Revenue | 33,020 | 46,635 | (13,616) | -29.2% | 17,080 | 93.3% | 318,201 | (22,110) | 340,311 |
| 40040 Other Revenue | 13,887 | 19,474 | (5,587) | -28.7% | 7,183 | 93.3% | 141,893 | (10,965) | 152,859 |
| Total Revenue | 738,166 | 915,410 | (177,244) | -19.4% | 381,822 | 93.3% | 6,142,289 | (398,752) | 6,541,040 |
| **Cost of Goods Sold (COGS)** | | | | | | | | | |
| 50010 COGS - Product Sales | 70,778 | 111,318 | (40,540) | -36.4% | 70,778 | 0.0% | 70,778 | 90,822 | (20,045) |
| Total COGS | 70,778 | 111,318 | (40,540) | -36.4% | 70,778 | 0.0% | 70,778 | 90,822 | (20,045) |
| **Gross Revenue** | 667,388 | 804,092 | 136,704 | 17.0% | 311,044 | -114.6% | 6,071,511 | (489,574) | 6,561,085 |
| **Gross Profit Margin** | 90.41% | 108.93% | 18.52% | 17.0% | 42.14% | -114.6% | 822.51% | -66.32% | 888.84% |
| **Expenses** | | | | | | | | | |
| *Administration* | | | | | | | | | |
| Salaries and Benefits | 34,232 | 42,288 | 8,055 | 19.0% | 34,232 | 0.0% | 34,232 | 38,526 | 4,293 |
| Sales and Marketing | 39,175 | 48,630 | 9,455 | 19.4% | 39,175 | 0.0% | 39,175 | 49,234 | 10,059 |
| Travel and Entertainment | 291 | 373 | 81 | 21.8% | 291 | 0.0% | 291 | 303 | 12 |
| Professional Fees | 1,990 | 2,555 | 565 | 22.1% | 1,990 | 0.0% | 1,990 | 2,282 | 292 |
| Business Insurance | 389 | 494 | 105 | 21.3% | 389 | 0.0% | 389 | 479 | 90 |
| Office Supplies | 401 | 624 | 223 | 35.8% | 401 | 0.0% | 401 | 512 | 112 |
| Telephone and Internet | 1,038 | 1,504 | 465 | 31.0% | 1,038 | 0.0% | 1,038 | 1,244 | 206 |
| Rent and Utilities | 988 | 1,053 | 65 | 6.2% | 988 | 0.0% | 988 | 991 | 3 |
| Admin Expenses | 1,188 | 1,452 | 264 | 18.2% | 1,188 | 0.0% | 1,188 | 1,292 | 104 |
| Total Administration Expenses | 79,693 | 98,972 | 19,279 | 19.5% | 79,693 | 0.0% | 79,693 | 94,863 | 15,171 |
| *Finance & Accounting* | | | | | | | | | |
| Salaries and Benefits | 19,684 | 30,558 | 10,873 | 35.6% | 19,684 | 0.0% | 19,684 | 25,920 | 6,236 |
| Sales and Marketing | 21,662 | 35,640 | 13,978 | 39.2% | 21,662 | 0.0% | 21,662 | 32,259 | 10,597 |
| Travel and Entertainment | 161 | 226 | 65 | 28.8% | 161 | 0.0% | 161 | 197 | 37 |

# PHA08 – Balance Sheet Report

This Solver report example shows a formatted Balance Sheet Report. Solver's flexible report designer can design virtually any financial statement. The example below includes key figures in order to draw the reader's attention to the most important information in the report. Users can drill down to analyze the details behind the numbers.

As with all Solver reports, filters can be used to run the report for any time-period, customer, item, etc. In addition, the report can be run and published by email, or run on-demand in Excel, the Web Portal or on a Mobile device.

**Balance Sheet Report**

BI360 — Asia

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| | September, 2021 | August, 2021 | December, 2020 |
|---|---|---|---|
| **ASSETS** | | | |
| *Current Assets* | | | |
| Cash & Equivalents | 55,920 | 61,702 | 14,805 |
| Accounts Receivable | 61,812 | 61,123 | 52,650 |
| Inventories - FG/WIP/Raw | 18,317 | 18,021 | 14,030 |
| Other Current Assets | 12,622 | 12,374 | 9,153 |
| *Total Current Assets* | 148,671 | 153,219 | 90,638 |
| | | | |
| *Property & Equipment* | | | |
| Buildings, Land and Improvements | 144,670 | 141,299 | 100,635 |
| Other Property, Plant & Equipment | 61,606 | 60,303 | 43,832 |
| Computer Software and Equipment | 27,618 | 27,104 | 20,017 |
| Accumulated Depreciation | (80,987) | (79,245) | (57,561) |
| *Total Property and Equipment* | 152,907 | 149,460 | 106,923 |
| | | | |
| Investments and Advances | 60,509 | 59,210 | 41,925 |
| Long-Term Note Receivable | 28,092 | 27,520 | 20,177 |
| Intangible Assets | 49,246 | 48,291 | 35,407 |
| Other Assets | 1,558 | 1,534 | 1,229 |
| Investment in Subsidiary | | | |
| | | | |
| **TOTAL ASSETS** | 440,982 | 439,235 | 296,298 |
| | | | |
| **LIABILITIES** | | | |
| *Current Liabilities* | | | |
| Accounts Payable | 45,894 | 45,096 | 35,942 |
| Current Maturities of Long-Term Debt | 127,392 | 124,681 | 90,837 |
| *Total Current Liabilities* | 173,286 | 169,777 | 126,779 |

## PHA09 – Cash Flow Report

This Solver report example shows a formatted Cash Flow Report. Solver's flexible report designer can design virtually any financial statement.

### Cash Flow Report
BI360
S. America

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| | September, 2021 | August, 2021 |
|---|---|---|
| **Cash Flow from Operating Activities** | | |
| Net Income | 439,544 | 352,169 |
| **Adj NI to Net Cash Provided by Ops. Activities** | | |
| Depreciation & Amortization Expense | (27,596) | (30,243) |
| Other Current Assets | (495) | (595) |
| Non-Current Assets | (3,536) | (3,647) |
| Accounts Receivable | (6,553) | (6,209) |
| Accounts Payable | 1,561 | 1,535 |
| Prepaid Expenses | 0 | 0 |
| **Net Cash Provided by Operating Activities** | 402,924 | 313,010 |
| | | |
| **Cash Flows from Investor Class** | | |
| Purchase of Property, Plant, and Equipment | (9,077) | (10,144) |
| Accumulated Depreciation | 359,866 | 394,453 |
| **Net Cash from Investor Class** | 350,789 | 384,309 |
| | | |
| **Cash Flows from Public Entities** | | |
| Proceeds from Grants | 99,010 | 104,725 |
| **Net Cash from Public Entities** | 99,010 | 104,725 |
| | | |
| **Net Increase in Cash** | 852,724 | 802,045 |
| | | |
| Cash at Beginning of Period | 1,396,653 | 1,396,653 |
| | | |
| **Cash End of Period** | 2,249,377 | 2,198,698 |
| | | |
| Check - Cash End of Period from Database | 2,249,377 | 2,198,698 |

# PHA20 – Cost Allocation Form

This web-based input form example shows the ability in Solver to write data back to the Solver database. In this example, forecasts of cost allocations for expenses against Drug Trials are made using this interface, with the results being written back to the Solver database.



Users can spread Cost Allocation across periods with custom spread methods:

## Appendix – Terminology Used in Examples

**PHA01- Benchmarking Dashboard**
Benchmarking across different metrics compares the demo company to GSY, Koche and Phizer.  These fictional entities are supposed to be Pharma companies, not unlike actual firms. M&D – Manufacturing and distribution.
R&D – Research and development.

**PHA03- Sales Management Dashboard**
New Business – NBRx refers to prescriptions written to a distinct individual for the first time. Samples – Product left with prescribers (doctors, clinics, etc.) for distribution to patients.
Reach –  Number of sales visits to prescribers.

**PHA04- Patient Assistance Dashboard**
Patient Assistance Programs (PAP) help individuals obtain subsidized medication. Patient Requests – Request for subsidized medication.
Enrollees – Patients accepted in the PAP.
Medical Advisory Inquiries – Advice and consultation on the medications specific use and dosing from medical professionals.

**PHA05- Reimbursement Program Dashboard**
Reimbursement Program – Practice of compensating medical professionals for time spent on developing the market for the product.