

To access AB GPOconnect, use the following URL: <https://workspaceabc.force.com/gpoconnect>

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Permissions

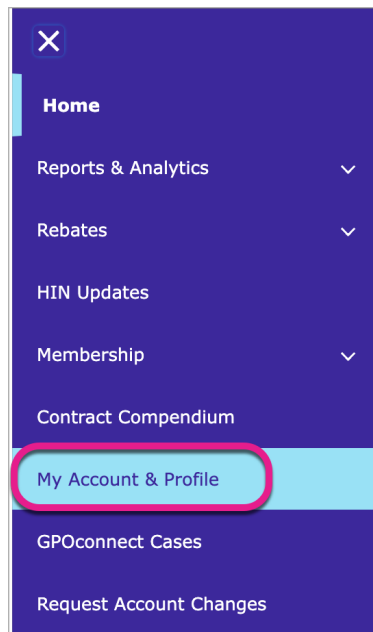
At least one member of your practice should have Admin permissions in GPOconnect. The Admin can control what other permissions other users have access to. Once you know who the Admin should be, contact support at gpoconnect@amerisourcebergen.com and request Admin access.

If you are the Admin, you can manage the permissions for everyone else in your account. The available Permissions and their associated access are:

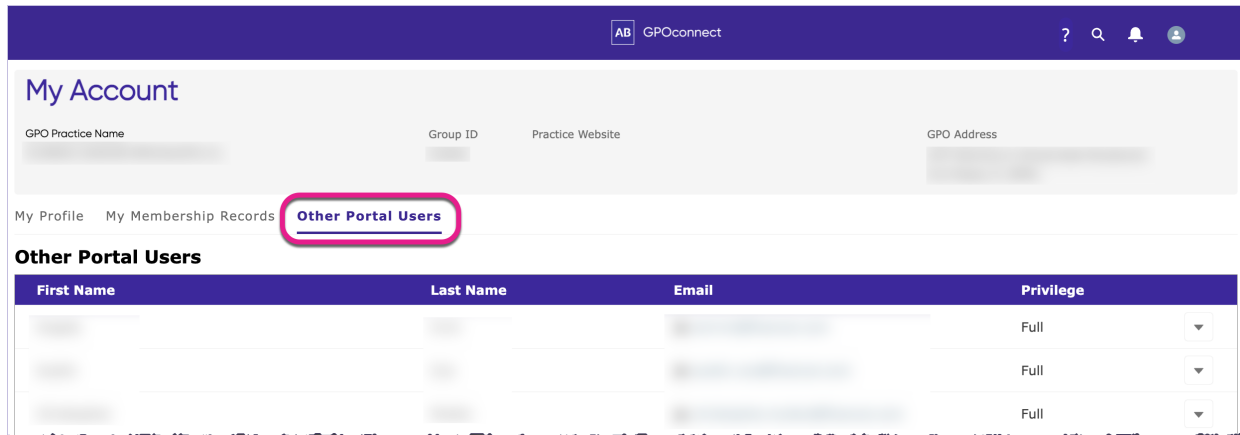
- **Admin:** Home, Contract Compendium, GPOconnect Cases, HIN Updates, Membership, My Account & Profile, Rebates, Request Account Changes, Reports & Analytics, Single Dose
- **Full:** Home, Contract Compendium, GPOconnect Cases, HIN Updates, Membership, My Account & Profile, Rebates, Request Account Changes, Reports & Analytics, Single Dose
- **Finance:** Home, Contract Compendium, GPOconnect Cases, My Account & Profile, Rebates, Reports & Analytics
- **Basic +:** Home, Contract Compendium, GPOconnect Cases, Membership, My Account & Profile, Reports & Analytics
- **Basic:** Home, Contract Compendium, GPOconnect Cases, My Account & Profile, Reports & Analytics

View Permissions

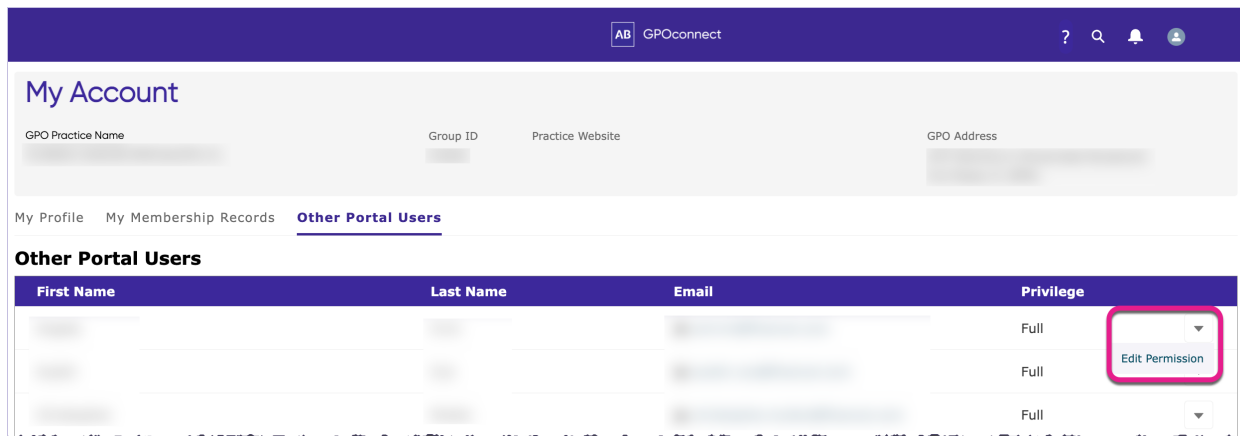
1. In GPOconnect, go to the navigation menu in the upper left corner and select **My Account & Profile**.



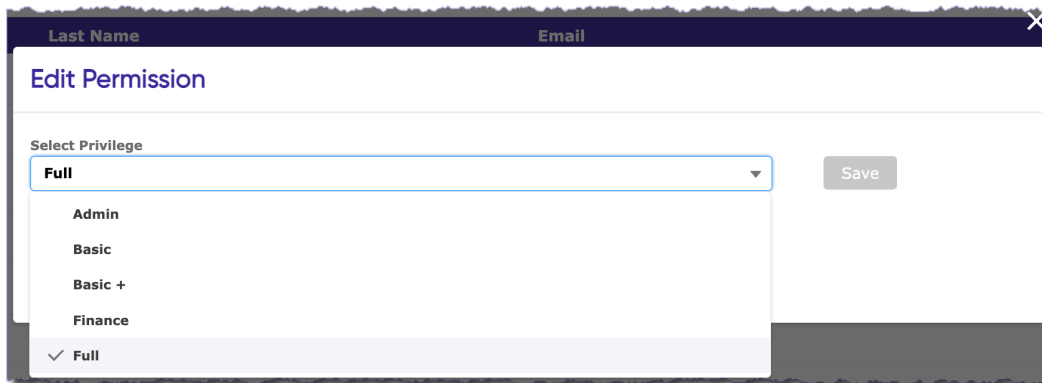
- On the My Account page, select **Other Portal Users**.



- Click the down arrow next to the user you want to edit and select **Edit Permission**. The Edit Permission window opens.



- Select the **Privilege** from the dropdown and click **Save**.



Note: If the Admin leaves your practice, designate someone else as the Admin beforehand, or you will have to contact support to grant someone else Admin access.

GPO Scorecard

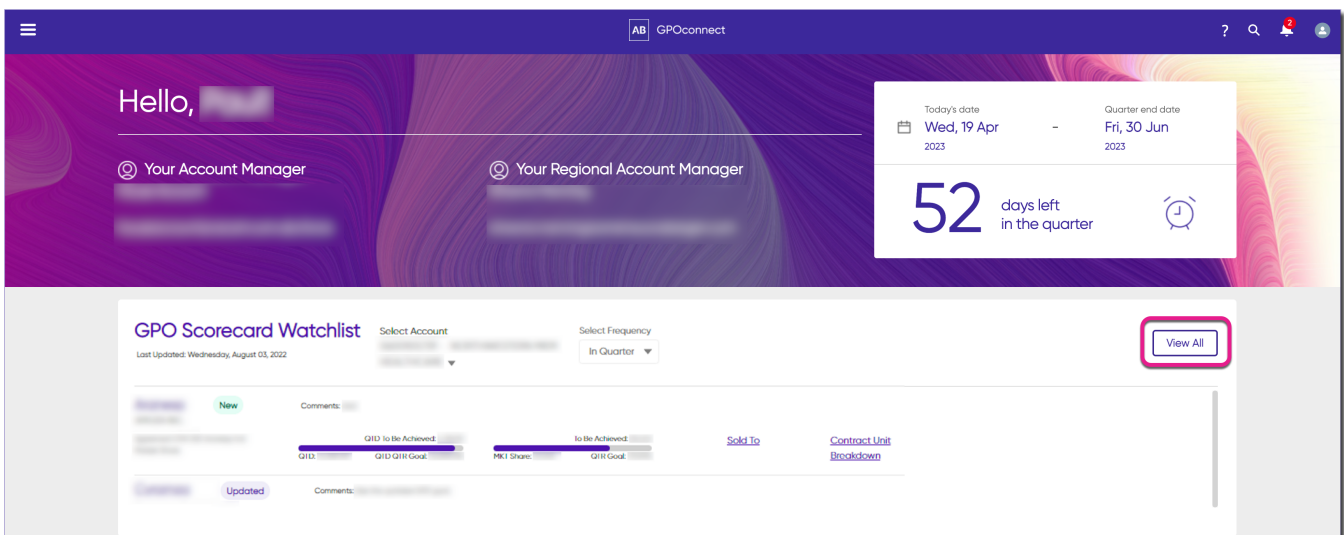
The GPO Scorecard provides high-level sales information by product or product type. Use the GPO Scorecard to view sales goals and track performance throughout the quarter.

View the GPO Scorecard

1. View the GPO Scorecard Watchlist tile on the home page to see products added to the watchlist by your account manager and their associated current quarter goals.
2. To open the GPO Scorecard, click **View All** or select **Reports and Analytics > GPO Scorecard** from the navigation menu.

Note: Select **In Quarter** or **Long Term** from the dropdown to adjust the GPO Scorecard Watchlist products.

For members that have multiple practice sites, select an **Account** from the dropdown.



Filter the GPO Scorecard

1. Use the filters on this screen to select the Scorecard parameters.

- **Member Name:** Select from the accounts you have access to. If you are a contact for a Parent (6k) account and have Opportunities at the Grandparent (7k) account level, you will be able to see the Scorecards for both the 7k and 6k accounts but can only view the details for the particular 6k accounts you have access to.
 - **Quarter:** Select a previous quarter to view an archived scorecard. You can select from eight previous quarters and the current quarter.
 - **Manufacturer(s):** Select particular manufacturers to limit the search. The Product filter will be limited to only the selected Manufacturer's products. The default is **All**.
 - **Product Name(s):** Select a product or class of product to view. The default is **All** and is multi-select.
 - **GPO:** Select a specific GPO for which you are contracted. If you have an ION membership, ION is the default selection. If you have an IPN membership only, IPN is the default selection.
 - **Contract Type(s):** Select to view items with a particular contract type. The contract types are Tier Performance, Market Share, Growth, and Growth over MS%. The default is **All**.
 - **Days Over EOQ to Next Tier:** This filter limits what can be achieved within the date range selected. This is best used toward the end of the quarter to help you make purchasing decisions to reach the next tier. Set the beginning number to 1 and the **to** number to your desired upper range to filter based on that range. The default of 0 to 1000 shows all tiers.
 - **Checkboxes**
 - **Show Portfolio Agreements:** Select to see portfolio agreements, including any agreement with a primary drug and other drugs measured under the same agreement.
 - **Show Products with No Sales:** Select to include products with no sales. These items are displayed with the agreement name in red on the Scorecard.
 - **QTR Achieved:** Select to view products that achieved tiers other than zero.
2. Click **Show Scorecard** to view the report.
 3. Click **Export** to send the GPO Scorecard to a CSV file.

Note: The Export button is temporarily hidden while some adjustments are being made to how details are exported to CSV. See [Export the GPO Scorecard to PDF](#) for details on the current export functionality.

4. Click **Visit ABC Order** to navigate directly to ABC Order.

Understand the GPO Scorecard

The Scorecard is broken into multiple sections to see the various details.

The screenshot shows the GPO Scorecard interface for a member named 'MEDICAL GROUP'. It includes sections for Member Contribution, QTD Goal Tracker, and ION Rebate. Numbered callouts (1-5) point to specific areas: 1. Member Name (MEDICAL GROUP), 2. Product and Period details (Quarterly), 3. Member Contribution table, 4. ION Rebate section, and 5. ION Rebate table.

Member Name: MEDICAL GROUP

Account No.: 06

Product and Period: (Quarterly)

Days Left in Period: 0 Days | **Period End Date:** 6/30/2023

Total Days In Period: 64 Days | **Period Start Date:** 4/1/2023

Today's Date: 8/22/2023 | **Purchase Through:** 6/30/2023

Member Contribution: QTD: 878.00, Goal: 866.00

QTD	Run Rate	Projected Volume	Baseline	Current %	Projected Volume %
878.00	13.72	878.00	840.00	104.50%	104.50%

ION Rebate: Category: Growth, Method: Volume, Volume Type: QTY, Measured: Quarterly, Unit of Measure: 120.00 MG, Measurement Period: 4/1/2023 - 6/30/2023

Tiers	Tier Minimum	Value	Quantity to Tier	Days to Tier	Days over EOQ	Achievements	Set Goal
0	0.00%	\$0	0.00	0.00	0	Achieved	N/A
1	103.00%	\$85	0.00	0.00	0	Achieved	N/A

1. Member details. This section displays the member name, membership level, and SAP account number.
2. Product and Period details:
 - **Product:** The product name appears with the reporting period in parentheses (for example, DRUG NAME (Quarterly)). The reporting period can be Annual, Quarterly, Monthly, Semi-Annual, or Other. Other covers any reporting period that does not align with the other periods, such as two weeks, two months, etc.
 - **Manufacturer:** The manufacturer of the selected product.
 - **Notes:** Any contractual information regarding rebate opportunities related to the selected product.
 - **Days Left in Period:** The number of days left in the reporting period for the selected agreement.
 - **Total Days in Period:** The number of days in the reporting period for the selected agreement.
 - **Today's Date:** The current date.
 - **Period End Date:** The end date of the reporting period for the agreement.
 - **Period Start Date:** The start date of the reporting period for the agreement.
 - **Purchase Through:** The date the purchasing data is displayed on the Scorecard. This date is a good indicator of how recently the information was refreshed.

3. Member Contribution. The details shown in this box will vary depending on the contract type:

- **QTD:** Quantity to date. The quantity of the drug that was purchased through the Purchase Through date.
- **Run Rate:** The run rate equals the Quarter-to-date (QTD) divided by the days passed in the reporting period. This is used to calculate future performance.
- **Projected Volume:** The projected volume equals the run rate times the total days in the period. This is forecasted performance based on the current run rate.
- **Market Share:** The member's percentage of the market basket, based on the member's QTD and the sales of the market basket drugs.
- **Market Basket:** The total purchases for all drugs in the market basket. Market baskets are specific drugs listed in the Manufacturer's Contract grouped for a rebate opportunity.
- **Baselines:** Depending on the contract, baselines are set by the manufacturer based on previous sales data and used as the minimum needed to achieve performance for growth agreements.
- **Current %:** This is the current percentage of a growth agreement of the tier.
- **Projected Volume%:** This is forecasted performance based on the current run rate.
- **Growth over Market Share% (MS%):** This is the growth over the market share percentage of the selected drug over the set baseline.
- **Aggregate Totals:** This box only shows on aggregate agreements and reflects the roll-up of QTD and calculations for all members at the aggregate rebate opportunity level. The Market Share of the member contribution box is calculated at the agreement level. The Market Box of the member contribution box is calculated at the Parent or Grandparent depending on the level of the Scorecard.

Member Contribution				
QTD	Run Rate	Projected Volume	Market Share	Market Basket
21,381,427.20	201,711.58	25,617,370.38	45.46%	35,122,628.01

Aggregate Totals				
QTD	Run Rate	Projected Volume	Market Share	Market Basket
117,389,619.20	1,107,449.24	140,646,053.19	45.46%	258,214,001.65

- **Sold to Details:** This link takes you to a breakdown of the QTD to parent and child level, period, and product plus units. Delivered Quantity is the actual quantity of packaging shipped versus the Contract unit, which is the dosage quantity. % gives the percentage of purchases by child and parent.
- **Contract Unit Breakdown:** This link takes you to a breakdown of contract units-based products and includes the drug description, quantity, Delta (the difference between current QTD and the account manager goal), and WAC (Wholesale Acquisition Cost) dollars. Contract Unit Percentage will be affected by dosage size and products based on NDCs.

4. Rebate header:

- **Category:** Indicates the type of opportunity the agreement is: Tier Performance, Growth, Growth Over Market Share, or Market Share.
- **Method:** How sales are calculated.
- **Volume Type:** The volume used to measure such as WAC, MG (milligrams), and QTY (quantity).
- **Measured:** The measurement period of the agreement: Quarterly, Annual, Semi-Annual, Monthly, or Other.
- **Unit of Measure:** The dosage measurement unit.
- **Measurement Period:** The Start and End Dates of the measurement period.

5. Tier table:

- **Tiers:** Numbered opportunity levels for achievement.
- **Tier Minimum:** The minimum needed to achieve that value of rebate opportunity.
- **Value:** The percentage or dollar amount of the rebate opportunity.
- **Quantity to Tier:** The quantity needed to achieve the tier level.
- **Days to Tier:** The number of days needed to achieve the Quantity to Tier based on the current QTD and run rate.
- **Days over EOQ:** The number of days over the end of the measurement period to achieve the goal based on the current QTD and run rate.
- **Achievements:** Achieved or Trending to Achieve (market share agreements) if the tier is met.

Other Market Baskets

If this is a Market Share agreement, there will be a table for Other Market Baskets showing all the drugs included.

Tiers	Tier Minimum	Value	Quantity to Tier	Achievements	Other Market Baskets	Value	Market Share %	Portfolio Products	Value	Market Share %
0	0.00%	0%	0.00	Trending to Achieve		95,204.50	2.23%		1,115,665.32	26.16%
1	20.00%	2%	0.00	Trending to Achieve		4,675.26	0.11%		1,255,116.80	29.43%
2	45.00%	5%	0.00	Trending to Achieve		15,971.78	0.37%		1,640,845.00	38.48%
						97,681.33	2.29%			
						38,895.30	0.91%			

- **Other Market Baskets:** The drugs included in the Market Basket for the Market Share agreement.
- **Value:** The QTD by product in the market basket.
- **Market Share%:** The percentage of the products in the market share basket.

Portfolio Products

If this is a Portfolio agreement, a table for Portfolio Products will show all the drugs included in the agreement. Three or more products are considered a portfolio.

Tiers	Tier Minimum	Value	Quantity to Tier	Achievements	Other Market Baskets	Value	Market Share %	Portfolio Products	Value	Market Share %
0	0.00%	0%	0.00	Trending to Achieve		95,204.50	2.23%		1,115,665.32	26.16%
1	20.00%	2%	0.00	Trending to Achieve		4,675.26	0.11%		1,255,116.80	29.43%
2	45.00%	5%	0.00	Trending to Achieve		15,971.78	0.37%		1,640,845.00	38.48%
						97,681.33	2.29%			
						38,895.30	0.91%			

- **Portfolio Products:** The drugs that are included in the portfolio agreement.
- **Value:** The QTD of each product in the portfolio.
- **Market Share%:** The percentage of the products in the portfolio.

Multi-Component Performance Reporting (MCPR)

The Multi-Component Performance Reporting (MCPR) is shown at the bottom of the Scorecard for agreements with an advanced rebate setup that does not allow easy translation into the Scorecard.

Multi-Component Performance Reporting												
ION Rebate		Individual 1% Volume		CR24 - Max Variance Rebate - Volume		QTD	Market Basket Units		Market Share (MS) %		Baseline	Growth
						99.00	n/a		n/a		n/a	n/a
Drug Name	QTD	Run Rate	Proj. Quantities	Proj. Growth	Measured On	Current Value	Target Value	Market Basket Units	Market Share (MS) %	Baseline	Growth %	
	99.00	2.36	148.50	113.36 %	Tier	0.00	1.00	n/a	n/a	131.00	75.57 %	

Loyalty Report

The Loyalty Report shows rebates across multiple periods for measurement of certain agreements with a loyalty component.

Loyalty Report			
Measure	Target	Rebate Rate	Actual Q2 2023
Tier	0	0	0

Navigate the GPO Scorecard

When a selected product has multiple agreements, and there are different purchase quantities associated with individual agreements, the Scorecard shows individual Member Contribution summaries to accurately show the correct QTD for the agreements.

1. Navigate through products by clicking the page navigation buttons at the top of the report.

Note: Hover over the end of the agreement name to view the Member Contribution information. This is useful so you don't have to scroll to see the information.

2. View performance towards **QTD** and **Market Share** goals in the **Goal Tracker**. If applicable, products are tagged as Added to Watchlist or Quarter Goals Added.

Note: The **Goal Tracker** only appears if a goal is set for that specific product.

3. Click the **Sold to Details** or **Contract Unit Breakdown** links to view additional report details.

The screenshot displays the GPO Scorecard for a member. At the top, it shows the Member Name, an Excel download button, and the Account No. The main header area includes the word "(Quarterly)" and several key metrics: Days Left in Period (0 Days), Total Days In Period (64 Days), Today's Date (8/22/2023), Period End Date (6/30/2023), Period Start Date (4/1/2023), and Purchase Through (6/30/2023). There are also two status indicators: "Added to Watchlist" and "Quarter Goals Added".

The "Member Contribution" section features a "QTD Goal Tracker" bar chart showing QTD (878.00) and Goal (866.00). Below this is a table with the following data:

QTD	Run Rate	Projected Volume	Baseline	Current %	Projected Volume %
878.00	13.72	878.00	840.00	104.50%	104.50%

Below the table, it notes: "Baselines are considered preliminary until finalized by manufacturer." There are also links for "Sold to Details" and "Contract Unit Breakdown".

The "Category: Growth" section provides further details: Method: Volume, Volume Type: QTY, Measured: Quarterly, Unit of Measure: 120.00 MG, and Measurement Period: 4/1/2023 - 6/30/2023.

The "Tiers" table shows the following data:

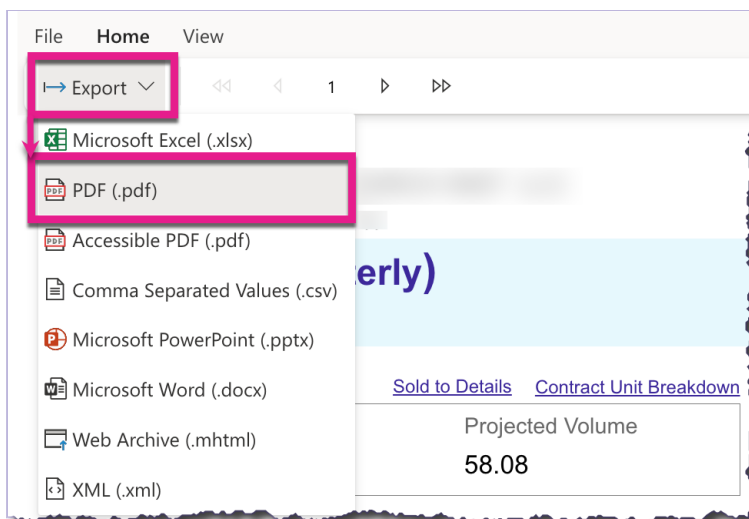
Tiers	Tier Minimum	Value	Quantity to Tier	Days to Tier	Days over EOQ	Achievements	Set Goal
0	0.00%	\$0	0.00	0.00	0	Achieved	N/A
1	103.00%	\$85	0.00	0.00	0	Achieved	N/A

4. If applicable, the GPO Scorecard also displays each product's Portfolio Report and Loyalty Report.
5. In the toolbar, select **File > Print** to print the scorecard.

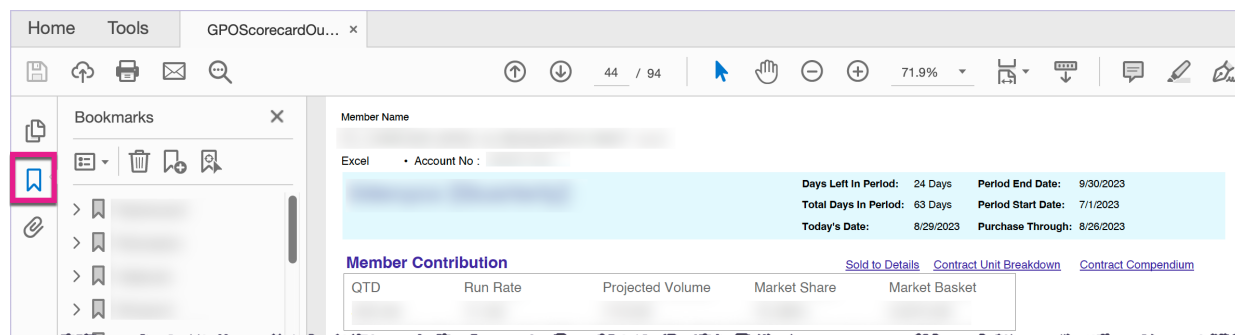
Export the GPO Scorecard to PDF

Exporting the GPO Scorecard to PDF lets you see a high-level view of all the Scorecards and easily navigate between each one. You can also search for drug names to jump directly to that page. The sort order of the drugs is based on the following criteria: IVs, then Orals.

1. In the toolbar, select **Export > PDF**.



2. Navigate to where you downloaded the PDF and open it.
3. Open the Bookmark sidebar to see an overview of each Scorecard.



4. In the PDF, you can search for a particular drug name or print particular pages as normal.

Value Report

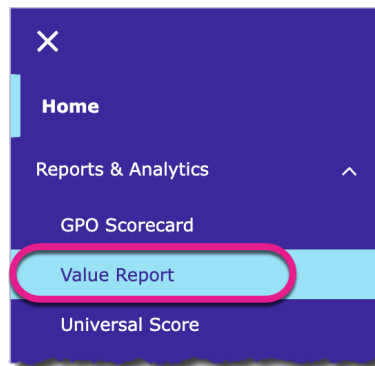
The Value Report provides visibility to paid and estimated rebate payment information and Off Invoice Discount information. You can view data from 2021 up to the current date.

Note: The data is refreshed every two weeks and at the end of the quarter.

All rebate data is estimated and only final once verified and approved by the pharmaceutical manufacturer. Highlighted estimated rebate data should not be relied upon as final rebate totals or payments. Estimated rebate data is updated within 15 business days after the end of the previous quarter. Contact your GPO Account Manager for additional information.

View the Value Report

- In GPOconnect, go to the navigation menu in the upper left corner and select **Reports and Analytics > Value Report**.



- Select the filters you want for the report:

GPO Scorecard Value Report

Purchase Through: 03/20/2024 Account Number: (Blank) Account Manager: (Blank) [Rebate Payment Summary Report](#) [Rebate Allocation Report](#)

Grandparent: All Member: All The estimates provided in this report are only final once approved and paid by the manufacturer, and any rebates calculated by manufacturers may differ from these estimates. AB Specialty Solutions, LLC, International Physician Networks, L.L.C., Specialty Advancement Network, LLC, and their parent, Cencora, Inc., are not responsible for the final determination of any estimated rebate.

Drug Type: All Product: All GPO Type: All Measure Period: All The highlighted data represents estimates that still need to be paid by the applicable manufacturer. Highlighted data may still be estimated if the manufacturer has only partially paid the rebate for that measurement period.

[Reset Filters](#) Estimated rebate data is updated within 15 business days after the end of the previous quarter.

Contact your GPO Account Manager for additional information.

Rebates Off Invoice Discounts Rebates & OID To export, hover over table & select '...'

Year	2022								Total	Q1	Q2	Q3	Q4
	Product	Q1	Q2	Q3	Q4	S1	S2	Annual					

- Grandparent:** Not every account will have an associated Grandparent. In this case, "Blank" is the correct option.
- Member:** Select from the accounts you have access to.

- **Drug Type:** Select a class of product to view. The default is **All**.
- **Product:** Select one or more products to view. The default is **All**.
- **GPO Type:** Select the GPO. The default is **All**.
- **Measure Period:** The measure period filter is based on the agreement's end date. For **Semesters**, the dates are as follows:
 - S1 (Jan - Jun)
 - S2 (Jul - Dec)
 - S3 (Apr-Sep)
 - S4 (Oct-Mar)

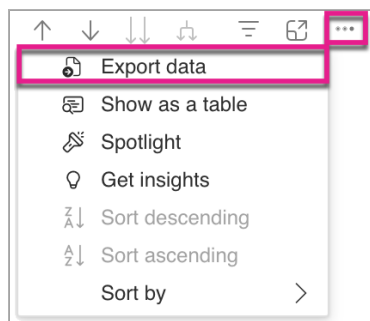
The other options are **Quarterly**, **Annual**, and **Other** for all non-standard timeframes.

3. Select **Rebates**, **Off Invoice Discounts**, or **Rebates & OID**.

Note: All filter selections sync when toggling between reports. *Rebates & OID* includes both *Rebates* and *Off Invoice Discounts* information.

If a cell is highlighted in purple, it is an estimated rebate amount. Some drugs will always show an estimated value because the rebate is paid directly from the manufacturer.

4. Hover anywhere over the table to bring up a **More Options** menu in the top right corner of the report. Click the **⋮** to open the menu, then select **Export Data**.



5. Select **Summarized data** as the export type, **.xlsx (Excel 150,000)-row max** as the File format, and then click **Export**.

Which data do you want to export?

Export your data in the format that suits your needs. If you have a lot of data, the number of rows you export might be limited depending on the file type you select. [Learn more about exporting data](#)

Data with current layout
Export this data in the same layout you see now, but without any icons, colors, or other formatting you added.

Summarized data
Export the summarized data used to create your visual (for example, sums, averages, and medians).

Underlying data
 The report author turned off this option

File format:
.xlsx (Excel 150,000-row max) v

Export Cancel

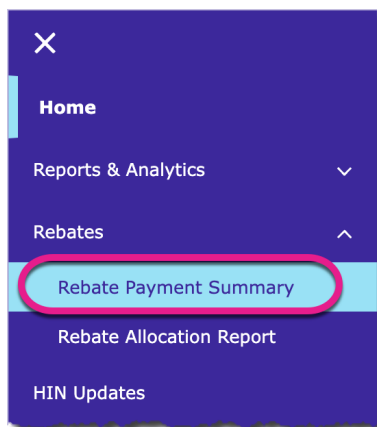
Rebate Payment Summary

The Rebate Payment Summary allows you to see the details of rebates that have been earned and paid. The Rebate Payment Summary gives visibility into past and upcoming rebates, allowing for easy tracking and status updates.

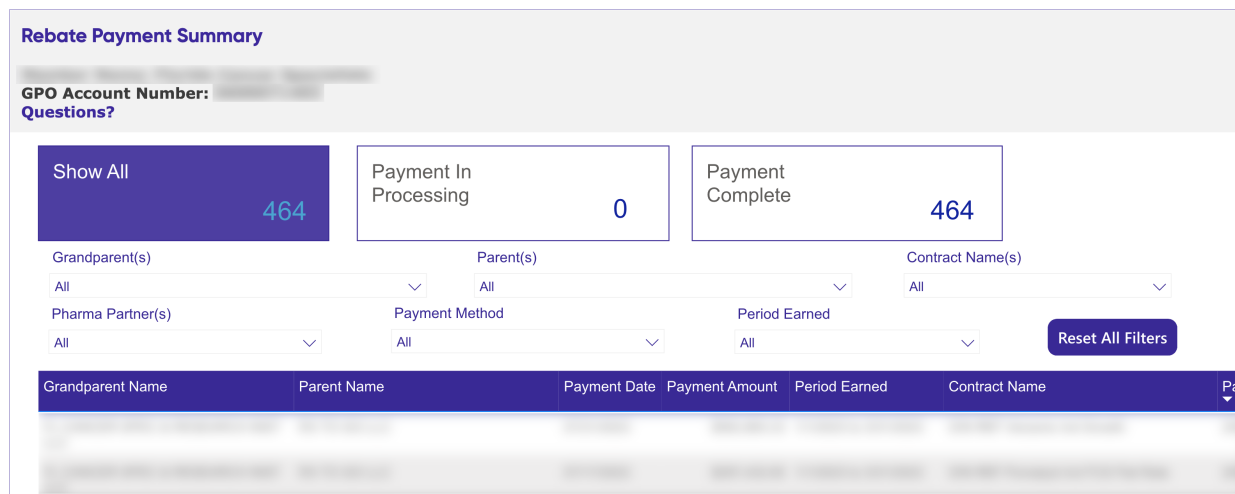
Note: Data for the Rebate Payment Summary is refreshed nightly.

View the Rebate Payment Summary

1. In GPOconnect, go to the navigation menu in the upper left corner and select **Rebates > Rebates Payment Summary**.

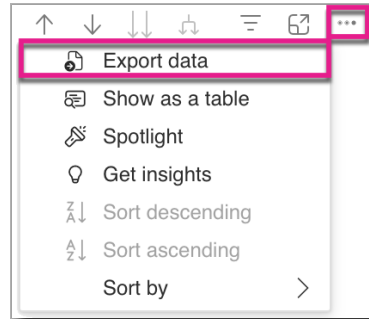


2. You can filter the report by Grandparent(s), Parent(s), Contract Name(s), Pharma Partner(s), Payment Method, and Period Earned.



3. Select whether to **Show All**, **Payment in Processing**, or **Payment Complete**.
4. Click a column header to sort based on that column.


5. Hover anywhere over the table to bring up a **More Options** menu in the top right corner of the report. Click the **⋮** to open the menu, then select **Export Data**.



6. Select **Data with current layout** as the export type, then click **Export**.


Which data do you want to export? ✕

Export your data in the format that suits your needs. If you have a lot of data, the number of rows you export might be limited depending on the file type you select. [Learn more about exporting data](#)




Data with current layout

Export this data in the same layout you see now, but without any icons, colors, or other formatting you added.



Summarized data

Export the summarized data used to create your visual (for example, sums, averages, and medians).



Underlying data

ⓘ The report author turned off this option

File format:

Export Cancel

Contact Support

1. If you have questions or comments about the report, click **Questions?** in the report header to open a dialog box.

Questions

Have questions? Please provide your question below:

Question summary/title

Question detailed description

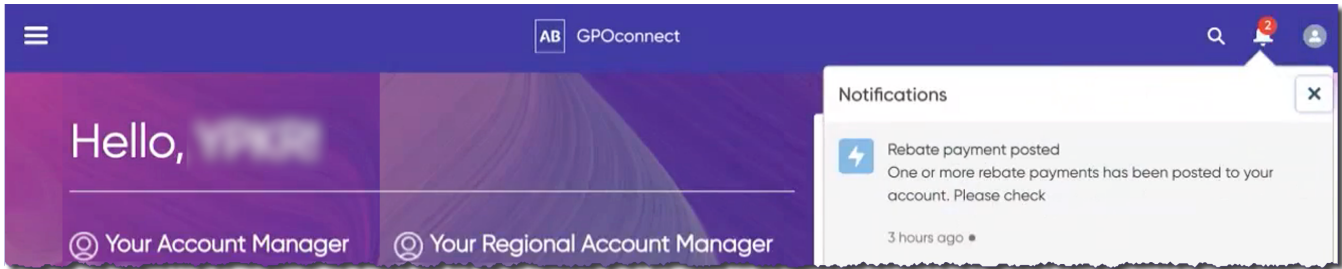
Cancel Send

2. Enter a **Summary/Title** and a **Detailed Description**, then click **Send**. Your question will be sent to the support team.

Rebate Payment Notifications

The primary contact will receive email notifications when rebate payments have been posted. The email contains a link to the GPOconnect homepage.

Rebate payment notifications also appear in the notifications window on the GPOconnect homepage. Click the notification to go to the Rebate Payment Summary.



Rebate Allocation Report

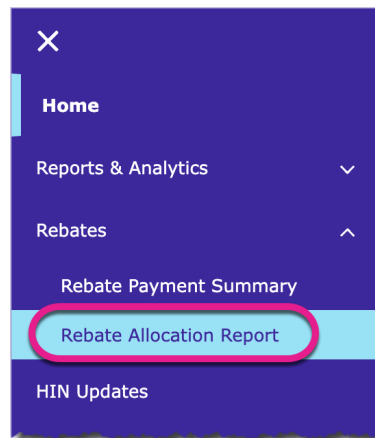
While the [Rebate Payment Summary](#) shows expected rebate payments at the Grandparent or Parent account level, the Rebate Allocation Report allows you to see your expected rebate payments at the Child account level.

Note: Data for the Rebate Allocation Report is refreshed every two weeks.

If a cell is highlighted in purple, it is an estimated rebate amount. Some drugs will always show an estimated value because the rebate is paid directly from the manufacturer.

View the Rebate Allocation Report

1. From the navigation menu in the upper left corner, select **Rebates > Rebate Allocation Report**.



2. You can filter the report by **Grandparent(s)**, **Parent(s)**, **Child Site Name(s)**, **Period Earned**, and **Product Name(s)**.

Note: Click the **Information Guide** link for detailed information about the report.

Rebate Allocation Report

Member Name:
GPO Account Number:
[Questions?](#)

i Click here for information guide.

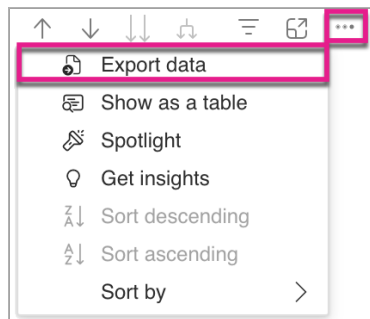
Grandparent(s) Parent(s) Child Site Name(s)

Period Earned Product Name(s)

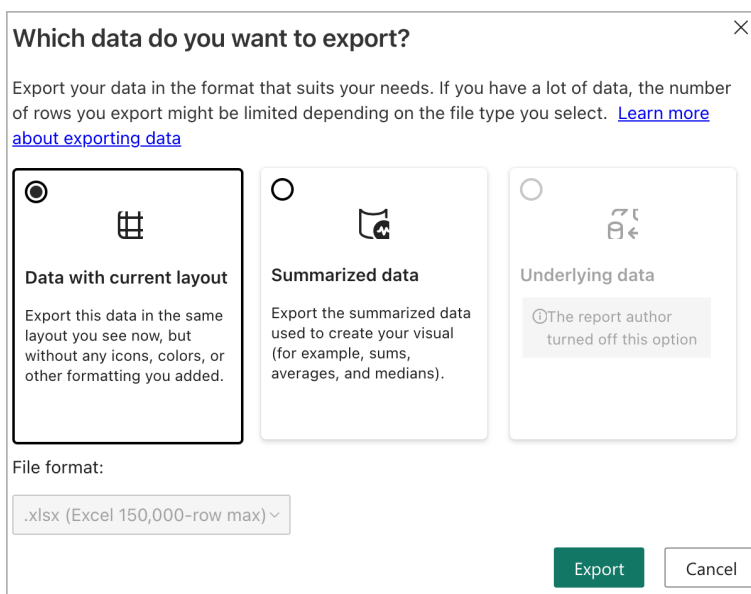
Highlighted allocation payments are estimates only and based on AB sales data, not manufacturer data.

Grandparent ID	Grandparent Name	Parent ID	Parent Name	Child Site ID	Child Site Name	Address

3. Hover anywhere over the table to bring up a **More Options** menu in the top right corner of the report. Click the **⋮** to open the menu, then select **Export Data**.

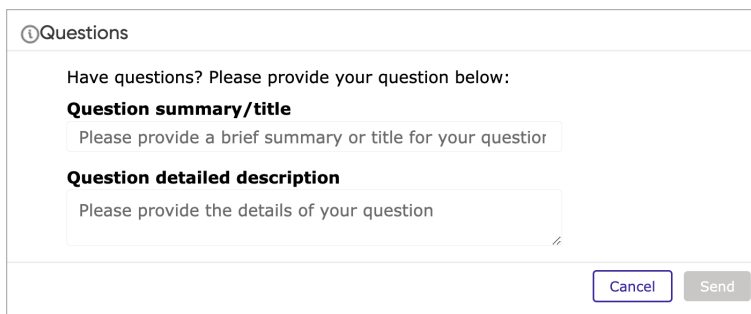


4. Select **Data with current layout** as the export type, then click **Export**.



Contact Support

1. If you have questions or comments about the report, click **Questions?** in the report header to open a dialog box.



2. Enter a **Summary/Title** and a **Detailed Description**, then click **Send**. Your question will be sent to the support team.