



# Commercial Compliance Benchmark

## Commercial Compliance relies on the following factors:

- Knowledge of the regulations
- Documentation of those decisions
- Training
- Governance
- Decisions on how *your company* will interpret the regulations
- Programs and systems to address them
- Resources
- Organizational support

## Summary

The TGaS® Advisors Commercial Compliance Benchmark helps pharmaceutical companies navigate in a demanding and evolving regulatory environment. TGaS Advisors provides a comprehensive method for optimizing the Compliance functions of State Reporting, OIG, and PhRMA through collaborative benchmarking. We help to:

- **Construct a comparative evaluation against a peer set**
- **Benchmark Resources (headcount & spending), Sourcing and Organization Structure**
- **Provide Insights into Industry Best Practices and Benchmark on CIA Agreements**

Participating companies learn operational best practices in such areas as governance, organizational structure and resources. Aligned with current regulations, more than 300 elements are benchmarked, including how companies typically organize compliance functions and allocate resources. The benchmark will also help companies identify issues that relate to the regulatory environment, understand how different companies handle these issues and optimize existing technology to meet compliance objectives.

## Area of Focus

The Commercial Compliance Benchmark focuses on several key Compliance functions and is designed to help Compliance Operations professionals on their strategies, capabilities and efficiencies. These critical functions include:

- Requirements under the Code on Interactions with Healthcare Professionals of the Pharmaceutical Research and Manufacturers of America (PhRMA)
- Promotional activities with Health Care Professionals
- State reporting issues
- Guidelines from the Office of the Inspector General (OIG) of the U.S. Department of Health and Human Services

Information provided in the peer set based benchmark is in following areas:

- Organizational Structure
- Resources & Sourcing
- Internal Policies
- Documentation & Reporting
- Operational Data Management
- Technology
- Monitoring & Self Assessment
- Training