

GPO Scorecard – GPO Member Quick Reference Card

How to access the GPO Scorecard in AB GPOconnect

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

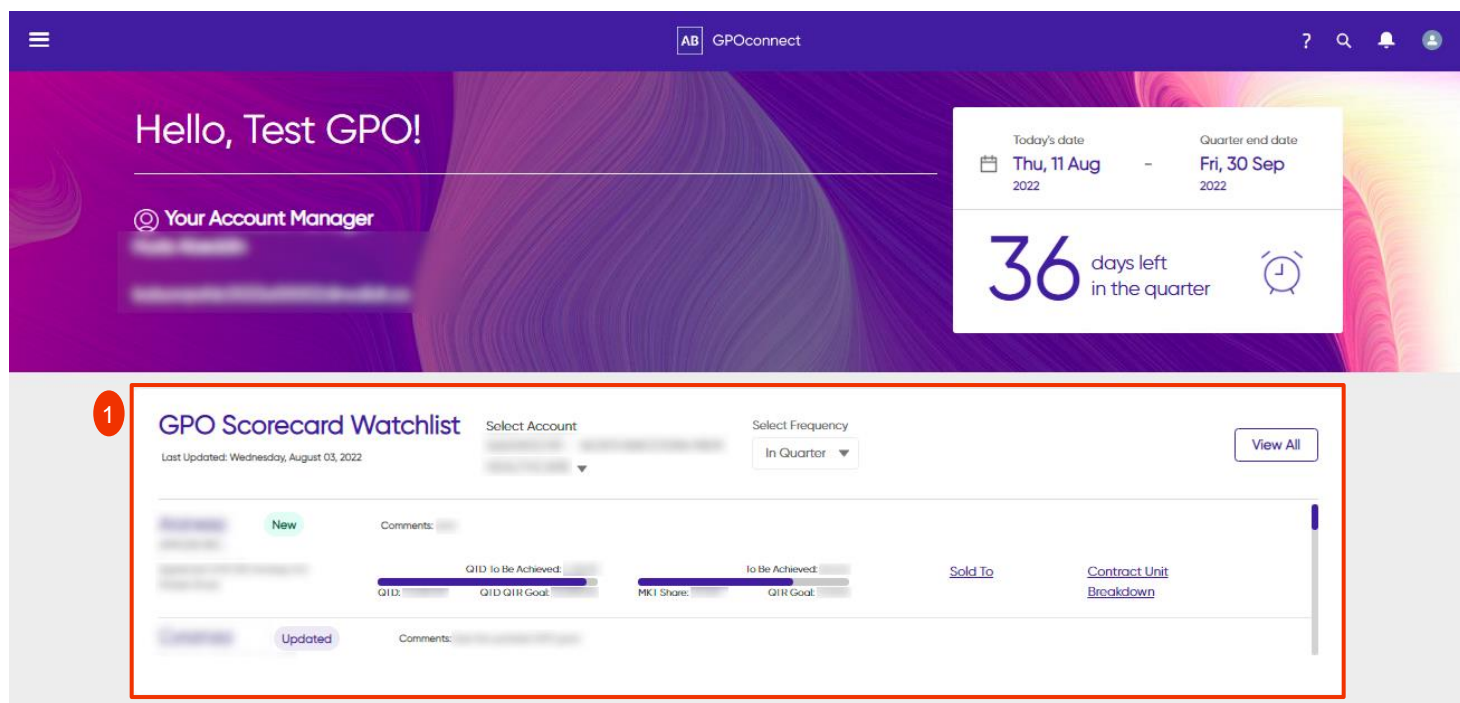
The GPO Scorecard provides high-level sales information by product or product type. Use the GPO Scorecard to view sales goals and track performance throughout the quarter.

Access the GPO Scorecard

1. View the GPO Scorecard Watchlist tile to see products added to the watchlist and associated current quarter goals. Select **View All** or a watchlist product on the GPO Scorecard Watchlist tile to navigate to the GPO Scorecard.

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

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



2. You can also access the **GPO Scorecard** from the Navigation menu.



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Navigate the GPO Scorecard

1. Select a **Member Name** from the dropdown.
2. Select a **Quarter** from the dropdown. Select a previous quarter to view an archived scorecard.
3. Select **Manufacturer(s)** from the dropdown.
4. Select **Product Name(s)** from the dropdown.

Note: Check the box next to **Show Products with Zero Sales** to include products with zero sales in the Product Name list

Note: GPO will auto populate based on the previous selections. GPO(s) can be manually filtered if desired.

5. Select **Contract Type(s)** from the dropdown.
6. Adjust the **Days Over EOQ to Next Tier** fields to filter the Tiers.
7. Select **Show Scorecard** to view the report.
8. Select **Export** to export the GPO Scorecard to a CSV file.
9. Select **Visit ABC Order** to navigate directly to ABC Order.

The screenshot shows the GPO Scorecard interface. At the top, there is a navigation bar with a hamburger menu, the 'AB GPOconnect' logo, and search, notification, and user icons. Below the navigation bar, there are two tabs: 'GPO Scorecard' (selected) and 'Value Report'. In the top right corner, there is a 'Visit ABC Order' button with a red circle containing the number 9. The main content area is titled 'Expand/Collapse Filters'. It contains several filter sections: 1. 'Member Name' dropdown (1). 2. 'Quarter' dropdown with 'Q3 2022' selected (2). 3. 'Manufacturer(s)' dropdown with 'All' selected (3). 4. 'Product(s)' dropdown with 'All Products' selected (4). 5. 'Contract Type' dropdown with 'All' selected (5). 6. 'Days Over EOQ to Next Tier' range selector with '0' and '100' (6). 7. 'Show Scorecard' button (7). 8. 'Export' button (8). 9. 'Show Products with Zero Sales' checkbox (9).

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10. Navigate through selected products using the page navigation buttons.

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

Note: Hover over an agreement name to view the Member Contribution information.

11. View performance towards **QTD** and **Market Share** goals in the **Goal Tracker**.

Note: The **Goal Trackers** will only appear if a goal is set for that specific product.

12. If applicable, products will be tagged as **Added to Watchlist** or **Quarter Goals Added**.

13. Select the **Sold to Details** or **Contract Unit Breakdown** links to view additional reports. Select **Playbook** to navigate directly to the associated Contract Playbook.

The screenshot displays the GPO Scorecard interface. At the top, there are navigation buttons for File, Export, and View, along with a page indicator 'Page 26 of 33' (labeled 10). Below this, the Member Name and Account information are shown. A 'Select' dropdown is present. To the right, there are date-related fields: Days Left in Period, Total Days In Period, Today's Date, Period End Date, Period Start Date, and Purchase Through. Two checkmarks are visible: 'Added to Watchlist' and 'Quarter Goals Added' (labeled 12). A 'Member Contribution' section features a 'QTD Goal Tracker' with a progress bar and a 'Goal' field (labeled 11). Below this are links for 'Sold to Details', 'Contract Unit Breakdown', and 'Playbook' (labeled 13). The interface includes two 'Aggregate Totals' tables with columns for QTD, Run Rate, Projected Volume, Baseline, Current %, and Projected Volume %. Below these are two 'Tiers' tables with columns for Tier, Tier Minimum, Value, Quantity to Tier, Days to Tier, Days over EOQ, and Achievements. The bottom of the screenshot shows 'Page 26 of 33'.

14. If applicable, the GPO Scorecard will also display the **Portfolio Report** and **Loyalty Report** for each product.

Portfolio Report

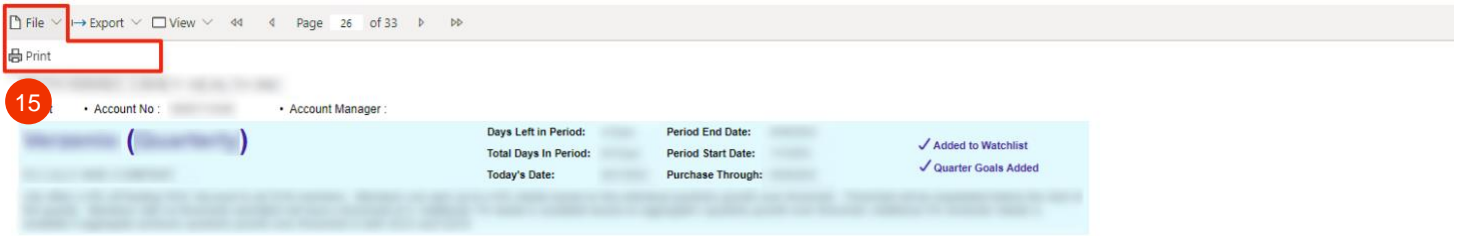
Agreement Rebate Name	Agreement Rebate Type	Market Share (MS) %	Market Basket Units	Growth %	Baseline				
Trending	QTD Units	Run Rate	Proj. Quantities	Drug Target	Target MS %	Target Growth %	Proj. Growth %	Days To Target	Units To Target

Loyalty Report

Measure	Target	Rebate Rate	Actual Q2 2022
Tier			

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15. In the toolbar select **File** and **Print** to print the scorecard.



16. Select **Export** to export to Excel™, PDF, or any of the other export formats listed.

