Volume of Sales (VoS) data submission

Refresher webinar for the veterinary industry

5 December 2024

Agenda

01
UPD since 2022
- Beyhan Mustafov, UPD Product Owner, EMA

02
Volume of Sales data submission
- Conrad van den Ende, Business Analyst, EMA

03
Key messages and available guidance
- Beyhan Mustafov, UPD Product Owner, EMA

04
Q&A session and closing

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Since 28 January 2022

More than 49000 products

- Veterinary medicinal products authorised in EU/EEA.

- Registered homoeopathic veterinary medicines.

- Parallel traded veterinary medicines.

- Veterinary medicines allowed for use in animals which are exclusively kept as pets.

30 releases

- MAH product grouping and 3rd country product names.

- Notifications via email.

- VoS CSV file validation in production environment.

- "Creation date" and "deletion date" of packages included in VoS files.

- VNRA supergrouping.

Data quality

- UPD Data Quality Framework launched in April 2023.

- Error rate decreased around 72%.

VoS data consumption

- Antimicrobials Sales and Use (ASU) Platform

- EVVet Data Warehouse

- Incidence calculation of adverse events based on sales data.

- Competent authorities

- Marketing authorisation holders.
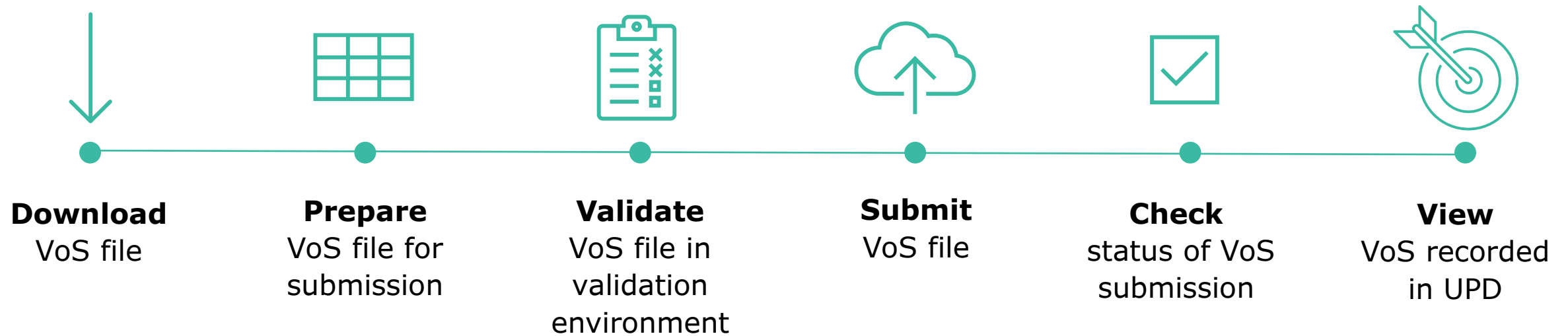
Sessio's objectives

- Recycle acquired knowledge

- Demonstrate the end-to-end VoS submission process

- Highlight tips and best practices

Submission of Volume of Sales data

Demo

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Process summary

Download
VoS file

Prepare
VoS file for
submission

Validate
VoS file in
validation
environment

Submit
VoS file

Check
status of VoS
submission

View
VoS recorded
in UPD

Yearly deadlines for VoS data submission is the last day of February (for each preceding year)

Due date for the year 2024 is 28 February 2025

Key messages

VoS submission deadline is the last day of February for each preceding year

Plan your submission(s) throughout the year

Errors or doubts? Consult Chapter 7 of the IG

Data quality issues? Contact the relevant competent authority

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Tips and best practices

Regional settings in the working station cause common submission errors

Accepted browsers are Chrome and Edge

Do not delete columns from the file

Any non-mandatory column can be left empty ("Comment")

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Tips and best practices

Use the validation environment to get familiar with submission process

Use correct *Species* RMS list (200000000019)

Ensure correct cell format in columns with numerical values

For missing or extra packages, contact the NCA

Tips and best practices

No need to submit "0" sales

No naming convention is required for CSV file

Do not add multiple values in the same cell

Brackets () in the middle of the descriptions are not allowed

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Guidance for marketing authorisation holders

Guidance

- [Chapter 7 of EU Veterinary Implementation Guide](#)
- UPD [FAQs for industry users](#)
- [Guideline on the calculation of the dose factor](#)
- [2023 webinar on VoS](#)
- [Confluence page](#), [release notes](#) and [bite-size videos](#)

Support

- [EMA Service Desk](#) (Service Now) for technical assistance

- [AskEMA](#) for questions and feedback

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Most common errors

Error	What it means?	What's the cause?	How to fix it	Guidance
ER.01	**Wrong file format:** only CSV format is allowed	Incorrect file format was used	Convert your file to .csv format	[Chapter 7](), Annex A
ER.03	**Formatting issue:** commas in data fields	Data with commas (**,**) (*product name***,** *pharm. form/species)* are not between **" "**	Download packages file from UPD and correct format **","**	[2023 VoS webinar]()
ER.04	**Formatting issue:** number of columns not according to Chapter 7	Last column is missing	'Comment' column must be in file, and it can be left empty with no data.	
ER.04	**Formatting issue:** wrong column delimitator	Columns are separated by **;**	Correct the format and ensure to use **,** instead	[Chapter 7](), Annex A

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Most common errors

Error	What it means?	What's the cause?	How to fix it	Guidance
ER.13	**Wrong date format**	Column not compliant with Chapter 7	Convert date format to YYYY-MM	Chapter 7, Annex A
ERR.13	**Wrong date format:** incorrect data	VoS cannot be different within same package, same country and same Year-Month.	Follow Chapter 7 guidance	2023 VoS webinar
ER.16	**Wrong calculation**	Sum of % of the split sales per species is not 100% for EEA	Follow Chapter 7 guidance, update the data and resubmit the file	Chapter 7, section 2.1.15.3
ER.19	**Wrong RMS source**	Species term ID is wrong	Use correct species list (200000000019) and update value	Chapter 7, Annex A

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