

# Spend less time calculating gross to net

Model N Business Services for Gross to Net provides increased accuracy and auditability through consistent, controlled processes.

Managing gross to net is key to meeting financial goals, but this accounting function can be wrought with challenges – especially for a team that isn't well versed in government pricing and commercial contracts.

## The time-consuming, difficult approach to revenue accounting



**Validating the volume of sales, rebates, chargebacks, pricing changes, inventory, script-level, and other data used in the gross-to-net process poses a major challenge.**

Manual or homegrown solutions can result in inaccurate and incomplete data that impacts your ability to correctly calculate the actual net price, forecast and accrue liabilities, and determine optimal pricing strategies.



**Selecting a simple gross-to-net calculation can reduce complexity but may not provide the information you need to model scenarios, make accurate forecasts, understand implications of pricing changes, and prepare for an audit.** And without this valuable business insight, finding ways to improve performance becomes more difficult.



## The efficient Model N business service that yields peace of mind



**Leverage a team with deep life sciences finance and accounting expertise to bring a proven governance model, industry best practices, and well-defined methodologies to your organization.** Transparent audit trails offer confidence that outcome-based forecasts and accruals are calculated accurately.



**Let us handle all aspects of your gross-to-net processes or validate calculations conducted by your in-house team.** As your business process outsourcing partner, we already have access to your government and commercial contracting data. Now you can shift your focus from collecting, reconciling, and verifying data to assessing results and improving business performance.



**Our experts know and understand your business. We tailor our forecasting and accrual methodologies to match the contracting nuances of your organization.** In addition, we provide strategy, insights, and analytics to stakeholders across your business so they can make decisions to drive growth and optimize revenue.



## Streamline gross-to-net and revenue accounting

- ✓ Enhance operational efficiency through better collaboration and faster close cycles.
- ✓ Understand and respond to variances between forecasts and actuals.
- ✓ Access valuable insight to support more strategic pricing and contracting decisions.
- ✓ Generate accurate and timely forecasts for all products, brands, and portfolios.
- ✓ Strengthen internal controls to ensure adherence with audit requirements.
- ✓ Ensure financial calculations adhere to and remain up to date with regulatory requirements.

## About Model N Business Services

As a business process outsourcing solution, Model N Business Services helps you fill organizational gaps and relieve overburdened staff, so your headcount can focus on areas that have the greatest impact on your business. Using technology developed for life sciences, our industry experts and advisors uniformly apply pricing, contracting, and compliance processes across your organization, increasing accuracy in claims processing, rebate calculations, verifications, and financial reporting.

**Discover how you can increase accuracy in your gross-to-net calculations and reporting.**

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