

Generics Pharmaceutical Leader Selects Model N Revenue Management Cloud Solution

SaaS Deployment to Maximize Revenue across Growing U.S. Business

REDWOOD SHORES, California – October 28, 2011 – Model N, Inc., the leader in Revenue Management solutions, announced today that a leading India-based generics and branded Biopharma manufacturer has selected Model N Contract and Price Management, Chargebacks, Purchase-Based Incentives, Channel Management, and Performance Impact solutions to help it maximize revenue across its rapidly growing U.S. generics product line. The solution will fully integrate with the company's legacy SAP ERP system.

After evaluating competitive offerings, the company selected Model N due to its deep domain expertise, product scope, and ability to deliver a robust solution on a highly scalable and cost-effective SaaS platform. The agreement with Model N also includes a Phase 2 option to expand the deployment to the Model N Regulatory Suite.

"We are pleased that this generics leader has selected Model N to provide the solutions and best practice expertise needed to maximize revenue and improve overall business visibility," said Richard Fitchen, Chief Marketing Officer and Senior Vice President, Business Development at Model N. "The selection adds to the growing list of Life Sciences leaders opting to leverage Model N Cloud to speed time-to-value, reduce capital expenses, and increase business agility."

Model N Cloud

[Model N Cloud](#) provides customers with unprecedented anytime, anywhere access to Model N's industry-leading Revenue Management platform while requiring zero upfront capital costs. Featuring powerful, yet highly configurable out-of-the-box functionality, RM Cloud significantly minimizes deployment effort, administrative overhead, and IT burden for faster time to value while preserving performance and deep support for industry-specific requirements. The all-in-one subscription approach includes application licenses, all supporting hardware and infrastructure, comprehensive access to maintenance and support, and upgrades to future versions. It also fully addresses related legacy issues regarding backups and data retention, performance, and uptime service levels.

About Model N

With over \$150B in annual revenues across 50 countries managed in our systems, Model N supports Life Sciences and High Tech manufacturing customers through their entire revenue life cycle across their pricing, deal, contract, compliance, settlements, and channel processes. Our deep industry expertise and best practices, highly configurable applications, and comprehensive services support your organization on premise or in the cloud. Whether you are an emerging business or a global leader, Model N results in revenue. www.modeln.com

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