

## Model N Express for Midmarket Pharma

Model N Express implementation methodology enables mid-size pharmaceutical companies to maximize revenues and reduce compliance risk with a comprehensive out-of-the-box revenue management cloud solution. Model N has packaged 14 years of experience working with the largest brands in life sciences — including J&J, Merck, AstraZeneca, Novartis, and Amgen — into a preconfigured enterprise-grade SaaS offering and an innovative implementation methodology.

With Model N Express, you can rapidly deploy Model N's Revenue Management Cloud solution with a templated and configurable SaaS platform that allows your team to manage and create workflows, rules, user permissions and reports without assistance. You can leverage pre-configured analytics and reporting embedded into a comprehensive, integrated cloud solution to optimize your revenue management strategy and decisions.

With Model N Express you can:

### Maximize Revenues with best-in-class Revenue Management

- Maximize revenue and growth with increased visibility, insight, and control
- Ensure financial and regulatory compliance more effectively and efficiently

### Accelerate time-to-value by leveraging industry best practices

- Pre-configured contract, pricing and rebate strategies and analytics
- Rapid deployment with standard validations, workflows and procedures

### Low total cost of ownership with cloud SaaS subscription fee

- Self-sufficient with packaged, industry specific training. No additional IT needed
- One subscription fee – license, on-boarding, training, support, and upgrades



According to a study by KPMG, 32% of midmarket executives report that their most significant barrier to growth is pricing pressures. Emerging and midmarket pharma companies need to efficiently and effectively manage pricing, compliance and rebates to maximize business value.



30% of lifesciences companies have no visibility into their revenue erosion, costing them millions.



1% improvement in price translates into 11% increase in operating profit – McKinsey



48% of midsized companies reduced their overall IT expenses by deploying a Cloud Solution – Aberdeen Group

## We're ready when you are

Model N is the only enterprise-grade solution that can be up and running in as little as 90 days. With ready-to-go industry best practices, an industry-leading set of builtin validations and analytics, we provide the flexibility to easily structure profitable contracts and innovative incentives across channels, customers and geographies.

# Model N Express

Pre-built OBB and Ad-hoc Reporting Analytics

**Commercial Modules**

- Charge-backs
- Rebates
- Contracts & Price Management

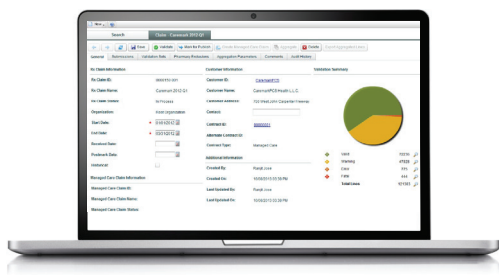
**Regulatory Modules**

- Government Reporting
- Coverage Gap
- FSS Compliance
- Tricare
- Medicaid

*"Model N's new out-of-the-box SaaS offering works perfectly for emerging and midmarket companies like Keryx. We utilize Model N to efficiently process our transactions and the analytics that come out of Model N are critically important – both for our customers because they maximize their rebates, as well as for us for maximizing sales."*

— Matt Gray, Executive Director of Financial Planning and Analysis, Keryx Biopharmaceuticals

**Platform:** SaaS, Analytics, Dashboards, Ad-hoc reporting, Integrated Platform



### About Model N

Model N is the leader in Revenue Management Cloud solutions. Model N helps its customers maximize their revenues by maximizing sell time, revenues per opportunity and number of opportunities. Model N Cloud solutions manage every dollar that impacts the customer's top line and transforms the revenue lifecycle from a series of disjointed operations into a strategic end-to-end process. With deep industry expertise, Model N supports the unique business needs of life science and technology companies across more than 100 countries. Global customers include: Actavis, Amgen, Atmel, Boston Scientific, Bristol-Myers Squibb, Johnson & Johnson, Linear Technology, Merck, Marvell, Micron, Nokia, Novartis, and STMicroelectronics. Learn more at: <http://www.modeln.com>.



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