



Model N Accruals Solution

Life Sciences manufacturers cannot recognize revenue if they cannot accurately estimate and accrue their liabilities. However, manufacturers have to deal with high complexity in forecasting, adjusting and maintaining accruals accuracy. Contract, sales and rebate data is typically spread across disparate systems and assembled manually. In addition, the setup and modeling processes are extremely inefficient and tedious. Over time, inconsistencies show up between different finance teams within the same company. And finally, managing the audit trail in manual excel based models is very difficult.

Model N Accruals is an enterprise-grade, single platform, end-to-end SaaS solution with automated forecasting and reconciliation calculations, daily accrual postings, role based controls, on-demand analytics and complete audit trail. Analysts can seamlessly forecast, post and reconcile accruals for their products by calculating multi-dimensional revenue and accrual rate forecasts based on historical data and analyst input, generating daily transaction postings and periodic reconciliations.

With Model N Accruals Solution, you can:

Maximize operational efficiency and shorten end-of-period close cycles through automated data aggregation, calculations and reporting from a single source of data

- Streamline integrations with Single Platform solution built on top of Model N's Life Sciences industry specific data mart
- Improve time to value by eliminating custom integrations with standard pre-configured data connectors and day zero models

Minimize forecasting discrepancies by standardizing and automating calculations and methodologies across Brand and Central finance teams

- Easy collaboration between Brand and Central finance teams by standardizing calculations, methodologies across teams
- Automated forecasting and reconciliation calculations, daily accrual postings and role based controls
- Simplified user experience with a simple, intuitive interface built for easy collaboration

Ensure financial statement integrity and compliance with on demand visibility into data and complete audit trail

- Get better visibility into rebate drivers with configurable roll-ups and aggregations of sales and rebate data
- Achieve transparency into the business at a granular level – by customer, by segment, by product
- Track all payment activity for lagged Medicaid and Managed Care payments

All Model N solutions are interconnected and share ONE data platform, with over \$120B Revenue under management across our customer base.

Challenges

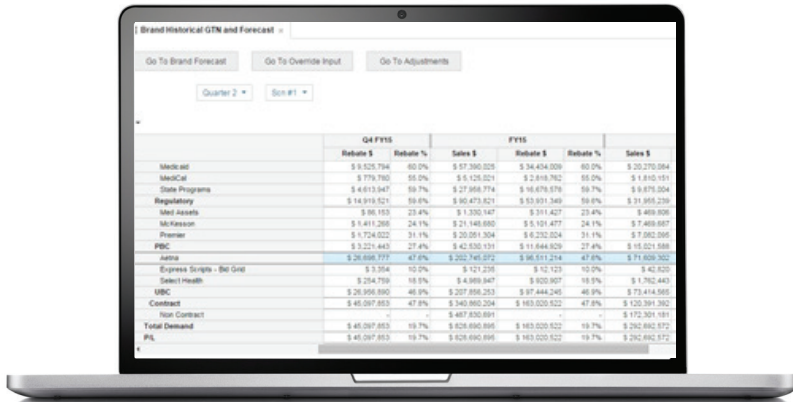
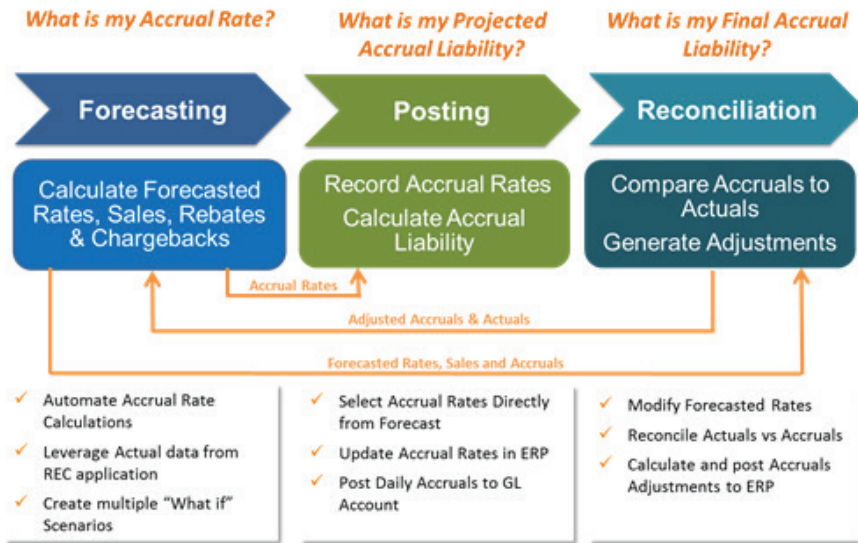
- Scattered Data: Contract, sales, rebate data spread across disparate systems
- Inefficient Processes: Time consuming and tedious manual setup of calculations/models
- High variance of actuals vs accruals



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 built-in validations and analytics, we provide the flexibility to easily structure profitable contracts and innovative incentives across channels, customers and geographies.

Integrated End-to-End Accruals Solution



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, Johnson & Johnson, Linear Technology, Merck, Marvell, Micron, Nokia, Novartis, and STMicroelectronics. Learn more at: www.modeln.com.

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