



Education Packages Designed for your Business

Model N University offers world-class instruction through multiple channels: in person, virtual (Webex) and online. Customers can leverage Model N University for learning product basics as well as advanced features to streamline implementations and increase user adoption. All Model N Instructors are Subject Matter Experts (SMEs) in both product and industry domain.

Experiential Learning

All product training courses include use cases, scenarios and demonstrations. Each student receives a dedicated training environment fully configured with the latest available release of our software. This allows students to work through exercises and activities designed to teach them how the product works to help them manage all business processes related to revenue management.

Life Sciences Courses

Model N Life Sciences courses focus on either pharmaceutical or med tech. The scenarios and exercises are relevant for each and cover both commercial and/or regulatory. Courses include (but not limited to): Revenue Enterprise Cloud Fundamentals, Purchase-based Contracts (PBC), Utilization-based Contracts (UBC), Revenue Intelligence Cloud (RIC), Pricing and Ad Hoc Reporting. Click [here](#) for a complete list.

High Tech Courses

Model N High Tech courses concentrate on how Model N REC can be configured to handle the complexities of revenue management within the High Tech sector. Courses include (but not limited to): Revenue Enterprise Cloud Fundamentals, Channel Management, Deal Management, Analytics, Revvy Sales and Revvy Rebates. Click [here](#) for a complete list.

Revy Courses

Model N Revvy courses feature how Model N Revvy products run natively on Salesforce and seamlessly integrate Salesforce with other enterprise business systems. Revvy can be configured to handle the complexities of product configuration, pricing, contracting and revenue management for any business. Courses include (but not limited to): Revvy Configure, Price, Quote (CPQ) and Revvy Contract Lifecycle Management (CLM). Click [here](#) for a complete list.

Pricing and Scheduling

For the latest pricing and course availability, please email training@modeln.com.

Life Sciences Complete Course Listing

Course Code	Course Name	Days
LS100	Revenue Enterprise Cloud (REC) Fundamentals-LS	1
LS101	Purchase Based Contracts (PBC)	3
LS102	Utilization Based Contracts (UBC)	2
LS103	ScriptValidate	1
LS104	Government Pricing	2
LS105	Medicaid	2
LS106	Federal Supply Schedule (FSS) Compliance	1
LS107	Capital Contracts - (Medical Device)	1
LS200	Strategy Designer Workshop	4
RIC200	Revenue Intelligence Cloud (RIC) Fundamentals	1
RIC201	Price Intelligence	1
RIC202	Managed Care Intelligence	1
RIC203	Ad hoc Reporting for PBC	1
RIC204	Ad hoc Reporting for UBC	1
RIC205	Ad hoc Reporting for Medicaid	1
RV103	Revy Global Price Management (GPM)	1

High Tech Complete Course Listing

Course Code	Course Name	Days
HT100	Revenue Enterprise Cloud (REC) Fundamentals-HT	1
HT101	HT Admin Fundamentals	2
HT102	Channel Management	2
HT103	Deal Management	2
HT104	Analytics	1
HT105	Report Developer Kit (RDK)	1
HT201	Application Developer Kit (ADK)	4
HT202	Advanced Pricing	2
RV101	Revy Sales	1
RV102	Revy Rebates	1

Revy Complete Course Listing

Course Code	Course Name	Days
RV103	Revy Global Price Management (GPM)	1
RV104	Revy CPQ	3
RV105	Revy CLM	2