Revvy Revenue Management

Turbo-charge your Lead-to-Cash solutions with Model N Salesforce®-native applications

Maximize revenues, drive growth and reduce risk by transforming the revenue lifecycle from inefficient, disjointed operations into a strategic end-to-end process.

Challenges

Driving top-line revenue growth and profitability while ensuring contract and pricing compliance is difficult when faced with inefficient and disjointed revenue lifecycle and lead-to-cash processes such as such as pricing, quoting, and contracting. Without a strategic, end-to-end process, businesses often suffer from poor sales productivity, low customer satisfaction, price and margin erosion, revenue leakage, and compliance issues.

Solution

The **Model N Revvy Revenue Management** solution is a comprehensive suite of enterprise-grade, Salesforce-native applications designed to optimize critical business processes such as configure, price and quote (CPQ), contract lifecycle management (CLM), rebate management, business intelligence, and regulatory compliance. The combination of these solutions will turbo-charge your comprehensive lead-to-cash processes with unique capabilities such as rebate program analysis, contract redlining, interoperability with SAP®, automated contract generation, and much more.

With Revvy Revenue Management, you will:

- **Grow revenues** by increasing sales productivity, maximizing revenue per opportunity, and increasing win rates

- **Expand margins** by minimizing revenue leakage, executing and enforcing pricing strategy, and lowering the cost of administering business processes

- **Reduce risk** by ensuring contract compliance, avoiding errors by automating complex processes, and increasing visibility to potential issues

For more information, visit www.modeln.com/revvy.

Key Challenges

- Time-consuming and error-prone quoting
- Extended quote and contract lifecycles
- Inefficient approval processes
- No margin or revenue visibility
- Price and margin erosion
- Revenue leakage

Solutions

- Configure Price Quote (CPQ)
- CPQ for SAP
- Contract Lifecycle Management (CLM)
- CLM for Salesforce CPQ
- Rebate Management
- Global Price Management
- Sales for Semiconductor
- X-DataManager

Target Audience

- Sales reps and executives
- Sales operations
- Pricing executives
- Contract managers
- Legal professionals
- Rebate program managers

Target Industries

- Medical Technology
- Pharmaceutical
- High Tech
- Manufacturing
- And more...