

Model N Revenue Cloud

Maximize revenues while reinventing quote-to-cash

Digital transformation depends on improving customer engagement, and the critical business processes that drive sales growth and margins. Model N Revenue Cloud maximizes revenue with a platform that transforms the revenue lifecycle from inefficient and disjointed into a strategic, end-to-end, digitally enabled process.

Challenges

Digital reinvention of business reshapes fundamental customer and channels engagement processes, such as quoting, contracting, and channel program management. In addition, digital transformation often involves new business strategies that require the ability to package and deliver new combinations of products and services, along with new pricing models. Lead-to-Cash and CRM solutions effectively align customer-facing organizations, but do not offer the specific capabilities needed to fundamentally transform the revenue lifecycle.

Solution

The **Model N Revenue Cloud** is an enterprise-grade solution designed to optimize the quote-to-cash process with comprehensive functionality for configure, price, quote (CPQ), contract lifecycle management (CLM), rebate management, market development fund management (MDF), and channel data management (CDM). Revenue Cloud transforms and automates critical revenue generating processes to drive growth in sales and margins, and empower new and stronger channels relationships while increasing visibility and control.

Benefits

- **Maximize revenues** with better sales productivity, shorter sales cycles, and increased deal size
- **Transform business models** by easily combining product, services and software with new pricing types like subscription and usage
- **Reshape go-to-market** by quickly aligning and incentivizing channel partners with programs that drive measurable growth

Interoperable with Salesforce and SAP

Revenue Cloud applications are Salesforce-native, providing seamless usability and common system administration, and the out-of-the-box interoperability with SAP eliminates integration cost and the complexity of data duplication.



Key Challenges

- Inefficient and inaccurate quoting process
- Manual and time-consuming contracts process
- Ineffective rebate and incentive programs
- Lack of revenue and margin visibility
- Price and margin erosion
- Revenue leakage

Solutions

- Configure Price Quote (CPQ)
- CPQ for SAP
- Contract Lifecycle Management
- Rebate Management
- MDF Management
- Channel Data Management
- CLM for Salesforce CPQ
- Authoring for Salesforce CPQ
- X-Data for Salesforce CPQ

Key Stakeholders

- Sales reps and managers
- Sales Operations managers
- Pricing managers
- Contract managers
- General counsel
- Channel managers
- Rebate program managers

Model N Headquarters

777 Mariners Island Blvd., Suite 300

San Mateo, CA 94404

Phone: +1 (650) 610-4600, Fax: +1 (650) 610-4699

sales@modeln.com | www.modeln.com | © 2018 Model N, Inc.