



Model N Revenue Cloud

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 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 Revenue Cloud** 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 Model N Revenue Cloud, 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, [click here](#).



Key Challenges

- Inefficient and inaccurate quoting process
- Laborious 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 Management
- Rebate Management
- X-Data
- 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