

## Global Price Management

Global Price Management (GPM) by Model N is the only enterprise-grade SaaS solution focused on maximizing revenue by reducing the risk of price erosion. Built for international pricing and market access department leaders, the solution helps global pricing teams realize better prices throughout a drug's lifecycle, execute pricing strategy by more effectively surfacing insights, and drive better business governance with unified pricing and data processes. It is the only global pricing software solution for the pharmaceutical industry built on the Salesforce platform which delivers business continuity, collaboration efficiency and work practice flexibility.

With the Model N Global Price Management you can:

### Realize better prices throughout the lifecycle

- Systematically communicate upcoming price changes and risks
- Project pricing decisions and downstream cross-market impacts
- Determine new products' best country launch sequence

### Execute pricing strategy more effectively

- Leverage global, real-time collaboration
- Monitor price performance to identify risks and opportunities
- Visualize data in custom and mobile reports

### Drive better business governance

- Provide a single source of truth for prices, rules and events
- Standardize and centralize price approvals
- Streamline government reporting



### Challenges:

Failing to manage and understand pricing on a global level can translate into revenue loss amounting to tens of millions of dollars. Pharmaceutical manufacturers need to realize better prices throughout a drug's life cycle, execute pricing strategy by more effectively surfacing insights and drive better business governance with unified pricing and data processes.

*"[Model N GPM] reduced our average year-on-year price erosion in Europe by 40%."*

— Head of International Pricing  
Fortune 500 Global BioPharma Company

*"We expect reduction of average EU price from 2 to 3 percentage points year on year."*

— Vice President, GP&MA, Top 3 Pharma

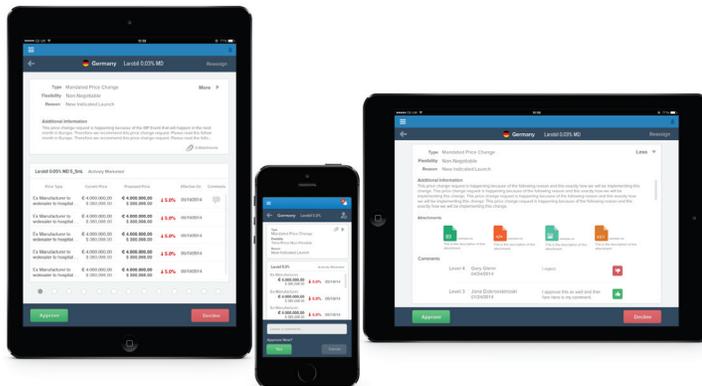
## We're ready when you are

Model N is the only enterprise-grade solution that can be up and running in as little as 180 days. With ready-to-go industry best practices, an industry-leading set of built-in approval workflows, business and operational reports and analytical models, we provide the flexibility to easily structure price lists and market access information across channels and geographies.

### Model N GPM Solution

 Global Price Repository	 Price Governance	 Reporting and Analytics	 Price Rules
 Competitive Pricing	 International Reference Pricing	 Launch Seq Optimization	 Mobile

Built on:  **force.com**



*“Before, we changed prices without understanding how it might impact other markets strategically. Now, we can understand the risk in every decision.”*

— EMEA Pricing Director,  
Leading Pharma Manufacturer

abbvie

ALLERGAN

AMGEN

AstraZeneca

GILEAD

janssen

LEO

Pfizer

**Model N Headquarters**

1600 Seaport Boulevard, Suite 400 Redwood City, CA 94063  
Phone: 650.610.4600, Fax: 650.610.4699

**Switzerland Office**

14 Rue du Rhône, 1204 Geneva, Switzerland  
Phone: +41 79 969 44 02

sales@modeln.com | www.modeln.com | © 2017 Model N, Inc.

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