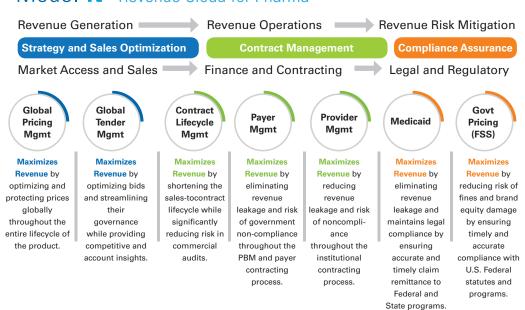# Model N

Model N Revenue Cloud for Pharma

Successful commercialization of a product requires an end-to-end strategy that maximizes revenue by eliminating revenue leakage and compliance risk while enabling profitable revenue growth in all channels.

Revenue Cloud for Pharma helps manufacturers maximize revenue at every point in the commercialization process by providing the power to optimize 100% of global revenue and the flexibility to continuously adjust throughout the entire product's lifecycle and beyond, along with ending revenue leakage in payer and provider contract pricing and rebating processes. Additionally, manufacturers have the support to ensure that adherence to complex government pricing regulations are met.

The life sciences industry has experienced immense regulatory changes and market access fluctuations, all while continuing to emphasize a consumer-facing business model that delivers innovative medicines to targeted populations. As the baby boomer population continues to age, requiring more complex treatments, manufacturers are tasked with continuing to produce innovative drug products while maintaining costs.

Being able to proactively update remains more important than ever in the midst of constant changes expected of the industry. Having the supportability of the cloud gives manufacturers the chance to focus on innovation while Model N does the rest.

Global Leader in Life Sciences for Revenue Maximization

900+ employees

In 11 global locations

Providing expertise to the top 24 out of 25 pharma companies

Enhancing the traditional cloud offering with our SaaS delivery model, Revenue Management as a Service (RMaaS)

Model N Revenue Cloud for Pharma

Revenue Generation → Revenue Operations → Revenue Risk Mitigation

Strategy and Sales Optimization	Contract Management	Compliance Assurance

Market Access and Sales → Finance and Contracting → Legal and Regulatory

Global Pricing Mgmt	Global Tender Mgmt	Contract Lifecycle Mgmt	Payer Mgmt	Provider Mgmt	Medicaid	Govt Pricing (FSS)
Maximizes Revenue by optimizing and protecting prices globally throughout the entire lifecycle of the product.	**Maximizes Revenue** by optimizing bids and streamlining their governance while providing competitive and account insights.	**Maximizes Revenue** by shortening the sales-to-contract lifecycle while significantly reducing risk in commercial audits.	**Maximizes Revenue** by eliminating revenue leakage and risk of government non-compliance throughout the PBM and payer contracting process.	**Maximizes Revenue** by reducing revenue leakage and risk of noncompli-ance throughout the institutional contracting process.	**Maximizes Revenue** by eliminating revenue leakage and maintains legal compliance by ensuring accurate and timely claim remittance to Federal and State programs.	**Maximizes Revenue** by reducing risk of fines and brand equity damage by ensuring timely and accurate compliance with U.S. Federal statutes and programs.

With Revenue Cloud for Pharma, you Can:

Maximize Revenues

- Optimize gross-to-net across complex channels with effective pricing and contracts with effective pricing and contracts, while eliminating unearned discounts.
- Maximize contract potential with an optimal mix of targeted incentives and commitment tracking
- Make timely operational decisions integrating gross-to-net data across your business

Gain and Grow Market Access

- Fuel growth by optimizing available sales and marketing resources and utilizing targeted analytics and reporting
- Maximize your global potential through optimal launch sequencing and price management throughout the product lifecycle
- Optimize pull-through to new and existing customers with innovative market access strategies

Manage Compliance Risk

- Achieve compliance with accurate cloud calculation and timely payment of commercial and regulatory liabilities
- Respond rapidly to constant price regulation changes without compromising commercial agility
- Audit-proof your business with repeatability and traceability of every transaction

Experience World-Class Delivery with RMaaS

- Predictable releases are made generally available 3x per year to deliver continuous improvements
- Every aspect of your application will be managed by a team dedicated to operating the Revenue Cloud
- Comprehensive, end-to-end test automation and reports
- Better compliance and auditability with enterprise-grade private cloud

We're Ready When You Are

With ready-to-go industry best practices, an industry-leading set of built-in validations and analytics, we provide the flexibility to easily structure profitable contracts and innovative incentives across channels, customers and geographies.

"We're not in the business of managing servers. We're not in the business of maintaining and going through various upgrades of applications. We want to utilize our resources for what we're best at, and that is helping our business partners solve problems."

— Associate Director, Top 10 Pharma [on why they chose RMaaS]

Model **N**