

SUCCESSING WITH GLOBAL PRICE MANAGEMENT

How to Select a Global Price Management Solution

A comprehensive global price management solution consists of an end-to-end, scalable platform that enables pricing and market access users to integrate and align pricing processes, models and insights to support optimal decision making and improve product margins at launch and through the product lifecycle.

The following are the key criteria to consider when selecting a global price management solution:

1. Information Management

Country, Product and Price Management	<input type="checkbox"/>
Configurable Price Structure	<input type="checkbox"/>
Multiple Currencies and Exchange Rates	<input type="checkbox"/>
Collaborative Calendar of Future Pricing Events	<input type="checkbox"/>
Market Access Information Management	<input type="checkbox"/>
Detailed IRP Rules Definition and Management	<input type="checkbox"/>
Historical and Forecasted Sales	<input type="checkbox"/>
Competitive Pricing Data	<input type="checkbox"/>
Flexible and Extensible Data Model	<input type="checkbox"/>
Easy to Administer	<input type="checkbox"/>
Advanced User and User Role Management	<input type="checkbox"/>
Traceability / Auditability of Changes	<input type="checkbox"/>

2. Collaboration

Data verification workflow	<input type="checkbox"/>
Price change and new product approval workflow	<input type="checkbox"/>
IRP rule change approval workflow	<input type="checkbox"/>
Configurable Email alerts, Notifications, Reminders	<input type="checkbox"/>
Multi-SKU, multi-price, multi-level	<input type="checkbox"/>
Mobile Approvals	<input type="checkbox"/>
Easy to configure and administer	<input type="checkbox"/>
Progress Reports	<input type="checkbox"/>
Traceability/ Auditability of Decisions	<input type="checkbox"/>

3. Analytics

Standard Interactive Reports and Dashboards	<input type="checkbox"/>
Easy to create reports and dashboards from scratch	<input type="checkbox"/>
Easy to access, clone, edit, save existing and reports	<input type="checkbox"/>
Easy to share reports across the organization	<input type="checkbox"/>
Mobile Access Online and Offline	<input type="checkbox"/>
Advanced Tables and Graphs	<input type="checkbox"/>
Drill-downs and Filters	<input type="checkbox"/>

4. Simulations

Out-of-the-box IRP Rules, Price Change, Product Launch and Product Deregistration scenarios	<input type="checkbox"/>
What-If Price and Revenue Scenario Analysis	<input type="checkbox"/>
Launch Sequence Optimization	<input type="checkbox"/>
Scenario Management	<input type="checkbox"/>
Configurable modeling framework	<input type="checkbox"/>

5. Technology & Platform

Security Infrastructure and Certifications	<input type="checkbox"/>
Scalability & Flexibility	<input type="checkbox"/>
Interfaces with ERP, Single Sign On and other sources and systems	<input type="checkbox"/>
Backup and Auditability	<input type="checkbox"/>

6. Adoption

Ease of Use	<input type="checkbox"/>
System Performance & Concurrent Access	<input type="checkbox"/>
Dedicated Training Services	<input type="checkbox"/>
Documentation and Help	<input type="checkbox"/>
Technical support and Maintenance	<input type="checkbox"/>
Vision, Roadmap and Upgrades	<input type="checkbox"/>

7. Vendor

Thought Leadership and Expertise in Pharmaceutical Pricing	<input type="checkbox"/>
Worldwide presence	<input type="checkbox"/>
Reference-able live customers using the full solution	<input type="checkbox"/>
Approach to innovation and product roadmap	<input type="checkbox"/>
Proven implementation and change management methodology	<input type="checkbox"/>

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