

Model N Managed Care Solution

The Managed Care Solution guarantees measurable ROI through a combination of embedded industry best practices and validations, gross-to-net analytics, and actionable pre-built dashboards that allow you to track and adjust incentives — providing unparalleled visibility into your managed care business. It is the only integrated revenue management software that gives full control of your managed care gross-to-net.

With the Managed Care Solution you can:

Maximize Profitable Revenues with Visibility into Gross to Net

- Structure profitable contracts by evaluating the mix of targeted incentives
- Identify growth and missed opportunities by analyzing access to market share relationship

Gain and Leverage Market Access with Coordinated Strategies

- Allocate sales, marketing and contracting dollars optimally at sub-national levels with mobile ready analytics
- Establish competitive differentiation with outcomes based contracts

Drive Contract Compliance with Accurate and Timely Claims Processing

- Easily process claims with in-process validations and exception-based workflows
- Minimize financial risk with visibility into actual performance against forecast



Challenges:

Over \$11B is lost annually on incentives and rebates in the Pharma industry alone*. Companies overpay managed rebates by 5.5% on average. However, over 30% of these companies have no visibility into their revenue erosion, costing them millions.



1% Improvement in price translates into 11% Increase in operating profit



Increase margins by over 2% by enabling real-time pricing decisions in the field

“For Salix, Model N has been a strategic choice, allowing us to streamline our processes by delivering update packs as soon as the market evolves.”

— John Temperato, Senior Vice President of Managed Markets, Salix Pharmaceuticals

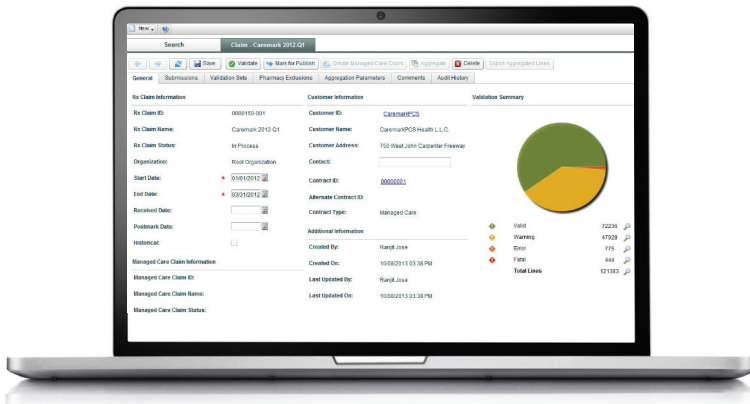


We're ready when you are

Model N is the only enterprise-grade solution that can be up and running in as little as 90 days. 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.

One customer retired 35+ legacy systems in 40+ countries while increasing revenue by over 1% with Model N

Managed Care Solution



*IDC Health Insights, 2009

**Simplicity Consulting, Pharma True Cost of Complexity 2012

About Model N

Model N is the pioneer and leader in Revenue Management, leveraging deep industry expertise to support the unique business needs of Life Sciences and High Tech Companies globally. The Managed Care solution is part of the broader Pharma suite to help you maximize your revenue, grow your business, and manage compliance risk. This helps manage, align, and optimize contracts, pricing, rebates and incentives across your business operations. For more information email info@modeln.com or visit modeln.com



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