

## 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.”*

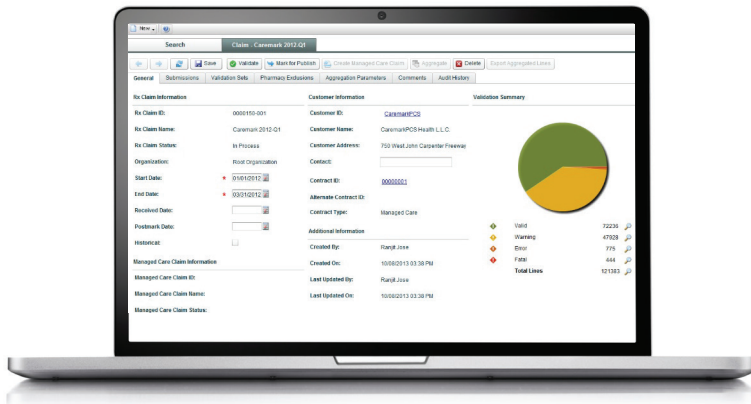
— John Temperato, Senior Vice President of Managed Markets, Salix Pharmaceuticals

## 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

Model N is the leader in Revenue Management Cloud solutions. Model N helps its customers maximize their revenues by maximizing sell time, revenues per opportunity and number of opportunities. Model N Cloud solutions manage every dollar that impacts the customer's top line and transforms the revenue lifecycle from a series of disjointed operations into a strategic end-to-end process. With deep industry expertise, Model N supports the unique business needs of life science and technology companies across more than 100 countries. Global customers include: Actavis, Amgen, Atmel, Boston Scientific, Johnson & Johnson, Linear Technology, Merck, Marvell, Micron, Nokia, Novartis, and STMicroelectronics. Learn more at: [www.modeln.com](http://www.modeln.com).

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