

## Model N MedTech Suite

Model N's MedTech Revenue Management suite is the only software solution that gives you the capability to maximize net prices and revenue across your product portfolios, customer channels, and geographies. With a suite of solutions that extend from a configure, pricing, and quoting solution for your salesforce, to pricing, contract, compliance, and incentive management for your contract ops teams – Model N gives you full control of your gross-to-net from the front office to the back office.

The Model N MedTech suite enables manufacturers to optimize pricing, incentives, and contract compliance with embedded MedTech industry best practices. Manufacturers can adjust to the rising sophistication of buyers with a single source of pricing truth and robust workflows and analytics, which guarantee that MedTech companies do not suffer price leakage by competing against themselves.

With the Model N MedTech Suite you can:

### Maximize Revenue and Margin with Real-time Price Execution

- Ensure greater accuracy in quoting with up to date pricing, incentives, compliance and deal margin
- Increase deal value with intuitive upsells/cross-sells on every transaction
- Greater business insight enables reps to better optimize their account management

### Maximize Number of Opportunities with Better Sales Execution

- Make pricing decision with access to latest contracted pricing as guidance
- Empower sales with performance-based contracts, bundles and capital contracts
- Maximize sell time with Quote-to-Contract and alleviate deals desk and pricing approvals delays

### Manage Compliance Risk with Accurate and Automated Pricing Reviews

- Process claims efficiently with validations and exception-based workflows
- Minimize financial risk and VA and FSS contract compliance



### Challenges:

Group purchasing across providers and regions, hospital and pharmacy consolidation, and generic price competition are eroding profitable commercial sales and challenging effective GPO, IDN, hospital, and pharmacy contracting in mature and new markets. 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



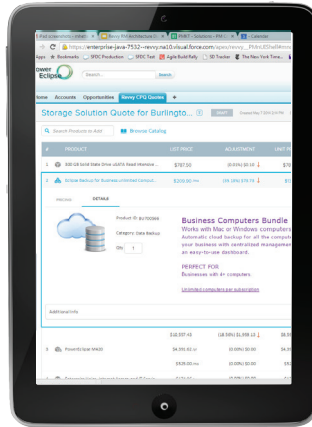
Greater access to pricing analytics allows reps more sell time. Average Deal Size increases by 105%.

*“The Model N solution... has been critically important for us... the data and the analytics have been a game changer.”*

— Ray Almeida, Vice President, Strategic Pricing Support and Analytics, Boston Scientific

# MedTech Suite

- Pricing and Contract Management
- Channel Management
- Contract Compliance
- Quote to Contract
- Pricing
- Distributor Rebates
- Rebates and Admin Fee
- FSS Compliance
- Configuration
- Master Data
- Price & Channel Analytics
- Reporting/Ad-Hoc
- Contract Authoring



*“Model N is a key provider to medical device companies and has an end-to-end Revenue Management solution tailored to their needs. They continue to drive customer value in discount management, contract compliance, and educating the industry on trends and upcoming challenges on margin erosion with best practices that customers can use.”*

— Chris Provines  
CEO, Value Vantage Partners



## 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.

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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