

Model N Pharma Revenue Management Suite

Model N's pharma 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 extends from CPQ for your salesforce to pricing, contract, deal, 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 Pharma Suite delivers measurable ROI through the industry's only end-to-end set of applications designed to manage your gross-to-net lifecycle, with embedded pharmaceutical industry best practices that are tightly integrated with robust analytics. With the Model N Pharma Suite you can:

Maximize Revenues

- Optimize gross-to-net across complex channels with effective pricing and contracts
- 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 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



Challenges:

Regulatory changes, payer consolidation, and competitive pressures are eroding profitable market access and global gross-to-net, and creating challenges to effective customer & channel contracting across institutional, managed markets, regulatory, and international channels.



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



> 80% of industry expects increasing contracting complexity & execution risk

Model N reduced our average year-on-year price erosion in Europe by 40%.

— Head of International Pricing Fortune 500 Global BioPharma Company

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.

Pharma Suite



Managed Care



Government Compliance



U.S. Commercial Pharma



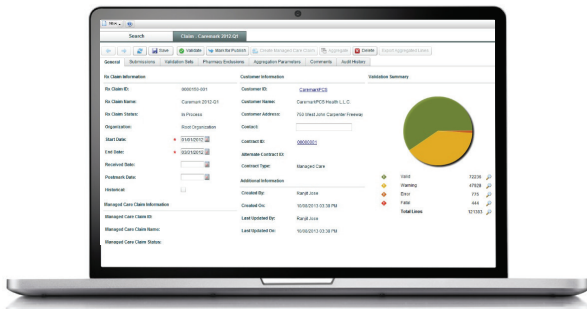
International Commercial Pharma



Marketing & Sales Analytics



Global Price Management



A top 10 pharma company recognized \$20MM in overpayments.

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

AMGEN

Actavis

AstraZeneca

ALLERGAN

Celgene

MERCK

GILEAD

NOVARTIS

novo nordisk

"Model N is a results-driven technology platform with a demonstrated commitment to understanding the complex issues in the life sciences industry."

— VP Operations
Leading Pharma Manufacturer

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.

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