



Model N US Commercial MedTech Solution

The US Commercial MedTech solution enables manufacturers to optimize pricing, incentives, and contract compliance with embedded MedTech industry best practices. The solution provides membership management, discount and incentive strategies, real-time price management, and analytics that span across complex contract commitments, organizations, and geographies.

Model N US Commercial MedTech 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 the Model N US Commercial MedTech Solution you can:

Maximize Revenues with Visibility into Gross to Net

- Improve margins across channels with integrated analytics
- Ensure right customer prices with real-time price execution

Grow Your Business by Empowering Your Sales Force

- Empower sales with performance-based contracts, bundles and capital contracts
- Integrate price strategy with quoting and discount management

Manage Contract Compliance Risk with Accurate and Timely Processing

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

Challenges:

Revenue leakage and erosion is one of the most common challenges in MedTech, usually caused by out of guideline pricing, unearned discounts and contract pricing for customers out of contract. 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

"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

US Commercial Solution

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



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.

"Model N's Commercial Suite provides us with all the tools we need to better manage our distributor rebate and contract pricing requirements. The suite's ease of use, ease of installation, and superior functionality made Model N the logical choice when we decided to upgrade our revenue management capabilities."

—Robert Shallish
CFO ConMed



Copyright © 2014 Model N, Inc. All rights reserved. Model N is a trademark of Model N, Inc. All other trademarks mentioned are the property of their respective owners.