

## Model N US Commercial Pharma Solution

The US Commercial Pharma Solution guarantees measurable ROI through a combination of embedded industry best practices and tools, contract controls, real-time optimal pricing, complex discounting capabilities, and gross-to-net analytics that provide a comprehensive view across complex contract commitments, channels, divisions, and geographies. It is the only integrated software solution that gives you full control of your local and global gross-to-net.

With the US Commercial Pharma Solution you can:

### Maximize Revenues with more visibility into Gross to Net

- Ensure right customer prices with real-time price execution
- Maximize margins with sophisticated discounting and integrated contract analytics

### Grow your business with innovative strategies

- Gain market share with performance-based contracts
- Empower sales with customer insights and sophisticated discounting

### Drive Contract Compliance with accurate and timely processing

- Easily process claims with in-process validations and exception-based workflows
- Minimize financial risk with compliance monitoring and reporting



### Challenges:

Over \$11B is lost annually on incentives and rebates in the Pharma industry alone\*. 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. 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

*“Model N RM Cloud was a perfect match for our needs. By offering significant out-of-the-box functionality and turnkey support backed by deep domain expertise, RM Cloud enables us to accelerate implementation, reduce upfront costs, and avoid internal resource strain while giving us the flexibility to scale the solution as our business grows.”*

— Senior Director  
Commercial Finance, Shionogi

## 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.

*"Full visibility [with Model N] means that we have less transactional errors and that we have very good control."*

— VP, Global Commercial Operations, Fortune 500 Biotech Company

## US Commercial Solution

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

 Pricing & Contract Management	 Channel Management	 Purchased Based Incentives	 Chargebacks	 Contract Compliance
 Price & Channel Analytics	 Reporting/ Ad-Hoc	 FSS Compliance	 PHS Rebate Programs	 Contract Authoring



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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