

US Government Compliance Solution

As government regulations become increasingly more complex, manufacturers are challenged to find a solution that combines rapid performance with scalability and accuracy, while also ensuring compliance. Model N's Revenue Cloud GP and Medicaid products combine to produce the only comprehensive enterprise solution focused on managing complex government price reporting, evolving Medicaid programs, and compliance needs of pharma companies. It enables manufacturers to remain compliant by accurately and efficiently calculating government prices and paying Medicaid claims in an integrated environment that leverages a single source of truth across departments, products, prices, contracts, and transactions.

With Revenue Cloud's GP and Medicaid products you can:

Comply with Government Price Regulations with Accurate Filings and Timely Payments

- Accurately calculate government prices and make timely Medicaid payments
- Construct auditable and reproducible version-controlled methodologies for government pricing policies

Translate Strategy into Execution through Good Governance

- Align commercial and government price management
- Eliminate Medicaid overpayments by automating validations, calculations, and dispute resolutions
- Efficiently manage government pricing — from AMP and BP to URA to PHS

Optimize Your Business with Insights into Ongoing Operations

- Automate the handshake between Government Pricing and Provider and Payer Contracting
- Confidently structure innovative contracts while staying compliant with Discount Reallocation
- Improve operational efficiency and governance capabilities while decreasing overall IT costs in the Model N Cloud



Challenges

The industry is evolving at a faster pace than ever before—drug manufacturers are tasked with managing an unprecedented frequency, uncertainty, and complexity of reporting requirements. In concert with maintaining compliance across a broad range of government regulations, companies must also align their gross-to-net strategies across the business. A slight error in calculations can cause millions of dollars in overpayments. Additionally, businesses face the potential threat of non-compliance, which can translate into a tarnished brand, large fines, or even jail time. It is essential that price and rebate discounts are correctly handled, on time, and for the right amount.

On average, manufacturers have paid \$7.35 million for a single overcharge penalty since 2012.

In the past 5 years, TWICE as many overcharge cases have been brought against manufacturers than the previous 10 year period.

"Since Model N fully integrates Government Pricing with Medicaid Claims processing, it gives us the flexibility to implement processes and solutions to address the DRA compliance and other government regulations."

— VP, Finance
Leading Pharma Manufacturer

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 GP and Medicaid formula configurations, Model N provides the confidence to structure innovative price and rebate incentives across channels, customers, and geographies.

"Model N has been ready and able to help us with every curveball thrown at us by the new health care legislation. They have provided high quality updates with great timing to allow our business to adapt."

— Jennifer Draudt
Senior Director of Contracts and Pricing, Par Pharma

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*Internal analysis of data courtesy of Statista and Public Citizen

Model N is the leader in revenue management solutions. Driving mission critical business processes such as configure, price and quote (CPQ), contract and rebate management, business intelligence, and regulatory compliance, Model N solutions transform the revenue lifecycle from a series of disjointed operations into a strategic end-to-end process. With deep industry expertise, Model N supports the complex business needs of the world's leading brands in pharmaceutical, medical device, high tech, manufacturing and semiconductors across more than 120 countries, including Pfizer, AstraZeneca, Sanofi, Gilead, Abbott, Stryker, AMD, Micron, Seagate, STMicroelectronics, NXP, Sesotec, and Southern States. For more information, visit www.modeln.com. Model N® is the registered trademark of Model N, Inc. Any other company names mentioned are the property of their respective owners and are mentioned for identification purposes only.