



Utilization-Based Incentives

Managed Care Suite

Managed Care and Utilization-Based Incentives

ScriptValidate

Advanced Reporting

Overview

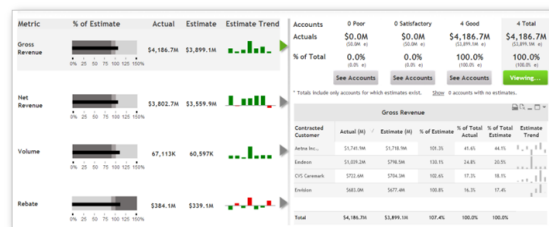
Model N Managed Care and Utilization-Based Incentives is the only managed care solution that enables manufacturers to structure the most profitable contracts, eliminate rebate overpayments, fuel commercial growth, and gain gross-to-net visibility. The best-in-class application is available standalone and also integrates with Model N ScriptValidate and Pharma Marketing & Sales Analytics for an end-to-end solution suite to maximize contracted revenue across your managed care business.

Key Features

Comprehensive Plan Management

Manage and maintain plan membership and formulary data in an intuitive format. Powerful benefit design management allows you to easily maintain plans with different benefit designs.

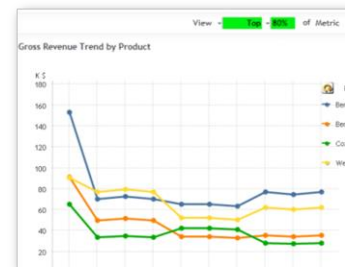
- Intuitively manage plan memberships
- Easily design, configure, and maintain different benefit plans
- Capture the number of lives covered per plan
- View results summaries in a user-friendly graphical format



Flexible Rebate Strategy Framework

Leverage the flexible framework and future-proof rebating platform to define rebating strategies — ranging from simple performance-based to innovative outcome-based approaches.

- Learn from an exhaustive library of best practice rebate strategies
- Develop strategies to maintain and grow market share using both flat benefits and performance-based approaches
- Utilize the out-of-the-box ESI Bid Grid to easily manage your ESI rebating strategy



Adjudicate, Approve, and Pay Utilizations

Pass payment packages through configurable approval workflows prior to payment. Ensure regulatory compliance by also making payment data available to your regulatory applications.

- Generate conditional overrides
- Support post-period adjustments
- Enable reopening and recalculation of previous payments

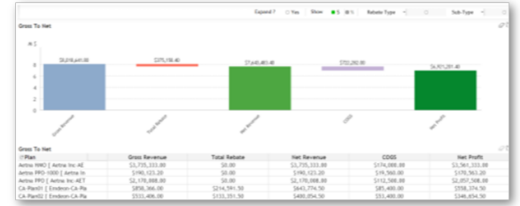


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Ad-Hoc Reporting and Standard Reports

Leverage standard in-line and customer-ready reports in a variety of formats or generate ad-hoc reports to answer unanticipated reporting questions.

- Generate key standard reports as well as in-line reports
- Leverage the flexible reporting platform for your ad-hoc reporting needs
- Take advantage of multiple reporting formats including Excel, PDF, and HTML



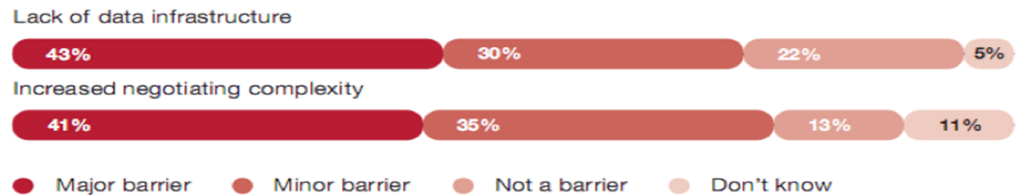
Analyze Contract Performance against Forecast and Gross-to-Net Profitability

Boost contract performance and profitability by quickly reacting to changing market dynamics by leveraging powerful analytics dashboards to visualize key external and internal contracting KPIs — from Gross-to-Net and rebate analysis to formulary behavior.

- **Rich Data:** Leverage a wealth of contracting data, with the ability to integrate other internal or third-party data in a Life Sciences-specific datamart
- **Insight:** Utilize out-of-the box, managed care-specific visualizations to measure several contract performance metrics like rebate drivers, performance-against-forecast, and gross-to-net across customers, products, and rebates
- **Flexibility:** Answer additional questions with flexible analytic chart building capabilities without IT or consultant assistance

The Future of Managed Care

According to a 2012 PwC study, new types of contract and rebate strategies that demonstrate the value and comparative effectiveness of a treatment — including risk sharing arrangements, outcome-based contracts, and other techniques — currently comprise only 15-20% of the today's marketplace, but are expected to become commonplace over the next three years. Survey results suggest that the biggest obstacle to effectively managing this new contracting paradigm is lack of data infrastructure, followed by increased negotiating complexity.



Source: PwC HRI payer value survey 2012

Implementing such creative agreements will require new and even more complex datasets for analysis and rebates. It is clear that manufacturers need the capability to capture and synthesize complex data. A revenue management platform can play an essential role in developing these capabilities. Model N Managed Care and Utilization-Based Incentives provides powerful capabilities to drive strategic market access, comprehensive adjudication, effective pull-through, and accurate and comprehensive financial visibility.



Model N

1800 Bridge Parkway
Redwood Shores, CA 94065
Phone: 650-610-4600
Fax: 650-610-4699
sales@modeln.com

www.modeln.com

