



# Global Price Management

## Overview

Model N Global Price Management is the only enterprise-grade SaaS solution focused on maximizing revenue by reducing the risk of price erosion. Built for international pricing and market access department leaders, the solution helps global pricing teams realize better prices throughout a drug's lifecycle, execute pricing strategy by more effectively surfacing insights, and drive better business governance with unified pricing and data processes.

## Key Features

### Global Pricing Database

Enable your entire pricing organization to have clear visibility and easy access to pricing and market access information in one single, consolidated global repository that is flexible and extensible to fit your unique business processes.

- Manage users and user access rights
- Trust your data by utilizing one single source of truth across all master data prices, price rules, price event, currency fx rates, volume forecasts, and competitive data

Ex-Manufacturer Prices	
Argentina	
Larobid 0.01%_1_3 mL	USD 17.10 Actively Marketed
Austria AU - Manuf...	
Larobid 0.01%_1_3 mL	USD 15.81 Actively Marketed
Belgium	
Brazil	
Canada	
Colombia	

### Collaboration & Workflows

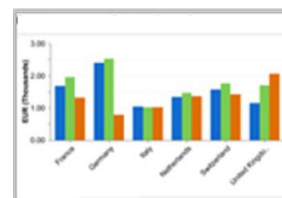
Collaborate more effectively by operationalizing pricing and market access data as well as governance and management processes — streamlining everything from alerts and notifications to price proposals, approval workflow, and regular data verification processes.



- Configure your workflows to align with governance processes
- Drive user adoption, ensure adherence to best practices, and facilitate greater collaboration through the intuitive interface
- Enable your users to access the solution anywhere, anytime through our desktop and mobile applications

### Reporting & Analytics

Support data-driven decision making through standard reports and an easy-to-use, self-service reporting platform. Users can report current data to their respective governments and perform and share historical data analyses to surface insights.



- Easily customize existing reports or create new reports using our drag-and-drop reporting platform
- Stay up-to-date with analyses and reports that are automatically updated in real time

**Global Price Management Suite**

*Global Pricing Foundation*

*International Reference Pricing*

*Competitive Pricing*

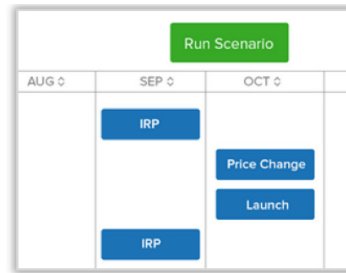
*Global Price Management Mobile App*



### Scenario Calculations

Generate predictive “what-if” price and revenue scenario analyses for senior management to compare the global impacts of various price events and decisions. Enable your organization’s decision makers to feel fully confident when approving a price change proposal or a launch sequencing plan.

- Optimize your product launches, price changes, and product discontinuations by utilizing rich referencing models
- Gain financial visibility with series price and revenue forecasts and decision dashboards



“Before, we changed prices without understanding how it might impact other markets strategically. Now, we can understand the risk in every decision.”

EMEA Pricing Director,  
Leading Pharma  
Manufacturer

### SaaS Delivery

Benefit from a proven solution built on the most trusted cloud platform, Force.com. Model N Global Price Management continuously evolves to meet changing industry and company dynamics without the hassle of manual upgrades.



- Low total cost of ownership with no hardware or IT services
- Quick time-to-value on the SaaS Cloud-based platform
- Fast, secure solution with ongoing support

### Global Price Management Services

#### Services to Inform Strategy

- Global pricing maturity assessment
- Industry benchmarking

#### Services to Jump-Start Global Pricing Initiatives

- Gap analysis, scoping, business case support
- Starter kit services (process, data, application)
- Training and transition services

#### Services to Ensure Ongoing Deployment Health

- Application use validation