

Global Quoting and Deal Management

Increase Deal Conversion While Enforcing Pricing Consistency

High Tech companies face the challenges of a complex value chain, with end customers purchasing directly and through distribution partners, manufacturer reps, and contract manufacturers across multiple regions. This distributed sales process makes it difficult for organizations to obtain accurate visibility into demand, while complex pricing rules and a high volume of special pricing deals hinder quote turnaround time and pricing consistency. These factors impact an organization's ability to convert quotes into orders.

Model N Global Quoting and Deal Management

Model N Global Quoting and Deal Management enables High Tech manufacturers to improve deal conversion rates, protect transactional margin, and obtain visibility into demand across channels and regions. With interactive quoting, contract compliance, and sophisticated opportunity tracking, companies are able to dramatically reduce quote cycle time and the number of lost opportunities, reduce price erosion through enforcement of pricing policies and the elimination of internal bid wars, and obtain visibility into demand across channels and regions.

Key Components of Global Quoting and Deal Management

Interactive Quoting dramatically reduces quote cycle time, enabling users to quickly and easily respond to new opportunities, retrieve and analyze previous quote activity, and retrieve general catalog pricing.

Sample Processing streamlines requests through fulfillment of samples, enabling users to place new requests, view status of past or pending requests, and update details. Organizations can use sample distribution data to begin to determine impact on orders.

Order Entry enables users to seamlessly move information from a quote to an order using a flexible and intuitive user interface, provides a view of backlog along with an audit trail, and complements existing processes by enabling completed or change orders to be transmitted to legacy, ERP, or operator systems.

Contract Compliance reduces price erosion caused by off-contract quotes, ensuring that pending transactions adhere to contractual commitments and tiered pricing agreements. Users can upload, edit, review, and maintain contract parts, price, minimums, durations, and more.

With Model N Global Quoting and Deal Management you can:

- *Gain visibility into demand*
- *Reduce quote cycle time*
- *Increase quote conversion rate*
- *Avoid bidding against yourself*
- *Ensure correct, customer specific pricing*
- *Reduce price erosion*

Commissions tracks and manages sales commissions across the extended sales organization — including sales representative firms and partners — and automates commission payouts and splits between parties using preset business rules.

Manufacturer Inventory arms sales people with the information they need to close orders, reduce returns, and manage price fluctuations caused by excess or insufficient inventory. Provides accurate inventory status for a specific part, customer, quote, or order, and delivers an aggregated view of inventory availability and locations.

Model N Global Quoting and Deal Management at a Glance



Create Quote and Generate Quote Response

Create spot buy, budgetary, forward-pricing, and ship and debit quotes for both direct and extended sales organizations. Generate customer-specific quote responses in real time based on price lists and pricing rules.



Approve Quotes

Evaluate and approve escalated quote proposals based on prior quoting history and related end-customer opportunities and design activities.



Convert Quote to Order or Debit

Convert ship and debit or broken cost quotes to debits to be reconciled in other High Tech Revenue Management applications.



Ensure Contract Compliance

Create contracts with sophisticated pricing tiers that can be tied to transactional activity for management and compliance tracking. Convert spot buy quotes to order requests and integrates to ERP systems.

About Model N

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, Sesotech, 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.

Model N Headquarters

777 Mariners Island Blvd., Suite 300

San Mateo, CA 94404

Phone: +1 (650) 610-4600, Fax: +1 (650) 610-4699

sales@modeln.com | www.modeln.com | © 2018 Model N, Inc.