

# Managed Care Intelligence

**What if** you could understand which contracts are critical and which ones are hurting your business?

**What if** you could draw insights from historical performance to maximize contract value and profitability?

**What if** you could leverage invaluable internal contract data and third-party market data to perfect your contracting and rebating strategies?

## Enhance Managed Care Contracting Performance and Strategy

Managed care payers are an important part of a pharmaceutical manufacturer's go-to-market strategy. The robustness of managed care business can spell the difference between commercial success and failure, for both individual drugs and for an entire portfolio. However, many manufacturers lack an easily repeatable process for determining contract and rebate effectiveness.

A pharmaceutical company may have to deal with thousands of managed care contracts in a single year. Contract and sales managers must have access to timely and actionable market information in order to effectively optimize contract value and subsequently drive pull-through. Given the high volume of contracts that are up for renewal, intuition can often play an outsized role in strategy and forecasting at the expense of analytical rigor.

## Model N Managed Care Intelligence

Managed Care Intelligence gives pharma managed care contracting and sales leaders access to rich internal and external aggregated data through a visualized view into how their contracted managed care business is performing across multiple dimensions (customers, products, rebates). By delivering key external and internal contracting KPIs — from volume and rebate analysis to formulary behavior — Managed Care Intelligence powerful analytics capabilities allow managed care leaders to boost contract performance and profitability by more quickly reacting to changing market dynamics.

- Receive key insights into market performance
- Understand market share and volume trends, formulary tier impact, and rebate effectiveness
- Determine which payers you should contract with and how
- Formulate contracting and rebating strategies that enhance long-term performance and overall profitability

*Visualizations Across Multiple Dimensions*

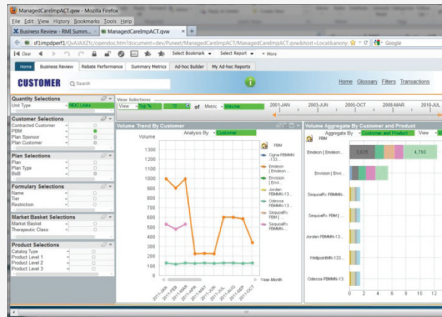
*Volume and Rebate Analysis*

*Formulary Behavior*

*Key External and Internal KPIs*

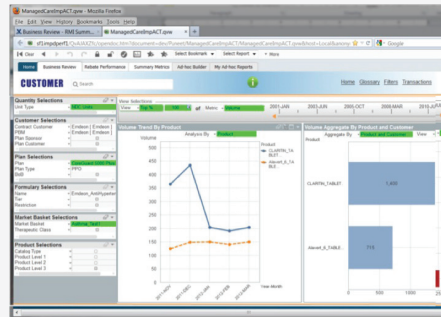
Business Review

Analysis By Customer



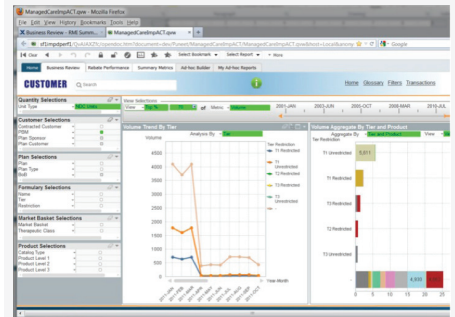
► Analyze KPIs by date range

Analysis By Product



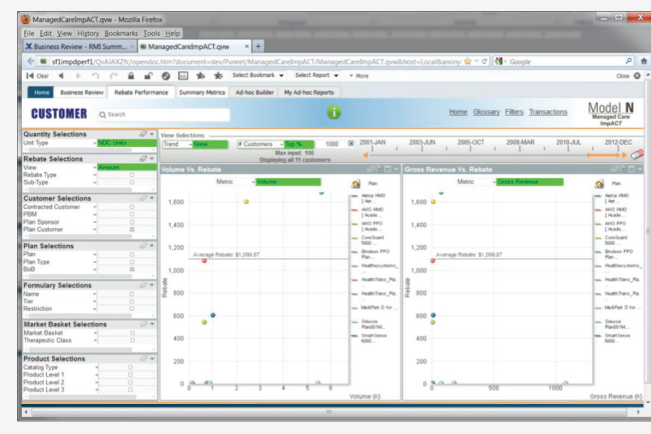
► Analyze product performance and compare to competitor products

Analysis By Tier



► Analyze performance of formulary tiers

Rebate Performance



Summary Metrics

Year/Quarter	Product	Volume	Gross Revenue	Net Revenue	Rebate	Rebate %
2011 JUN	Amgen 20 M. Solution (MVA) [99907011]	43	\$16,672	\$16,672	\$0.00	0.00%
	EMER 7% Cream 30 Gram [201073748]	16	\$0	\$0	\$0.00	0.00%
	<b>Total</b>	<b>38</b>	<b>\$16,672</b>	<b>\$16,672</b>	<b>\$0.00</b>	<b>0.00%</b>
2011 JUN	Amgen 20 M. Solution (MVA) [99907011]	20	\$27,767	\$27,425	\$2,341.16	8.46%
	EMER 7% Cream 30 Gram [201073748]	13	\$0	\$0	\$0.00	0.00%
	<b>Total</b>	<b>33</b>	<b>\$27,767</b>	<b>\$27,425</b>	<b>\$2,341.16</b>	<b>8.46%</b>
2011 JUN	Amgen 20 M. Solution (MVA) [99907011]	43	\$0	\$0	\$0.00	0.00%
	EMER 7% Cream 30 Gram [201073748]	13	\$0	\$0	\$0.00	0.00%
	<b>Total</b>	<b>56</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>0.00%</b>
2011 JUN	Amgen 20 M. Solution (MVA) [99907011]	16	\$21,726	\$21,726	\$0.00	0.00%
	EMER 7% Cream 30 Gram [201073748]	45	\$54,379	\$54,379	\$0.00	0.00%
	<b>Total</b>	<b>61</b>	<b>\$76,105</b>	<b>\$76,105</b>	<b>\$0.00</b>	<b>0.00%</b>

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](http://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.

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