

Model N Revenue Intelligence Cloud

Model N Revenue Intelligence Cloud enables customers to analyze revenue drivers and optimize revenue outcomes by leveraging packaged industry-specific analytics and self-service tools that are cloud based and mobile ready and backed by a comprehensive datamart.

The Revenue Intelligence Cloud suite provides an integrated view for the organization across all internal and external data (CRM, ERP, Financial and other) with role specific views across Sales, Marketing and Contracting.

You can optimize your revenue management strategy and decisions with insights into gross-to-net price and revenue deductions, maverick pricing and margin erosion, unearned rebates and discounts, quote turnaround time, sales and marketing campaign performance, contract compliance and performance against forecast and impact of price referencing.

With the Model N Revenue Intelligence Cloud you can:

Maximize Revenues and Margin with Effective Price Management

- Project pricing decisions and downstream cross-market impacts
- Monitor price performance to identify risks and opportunities
- Provide a single source of truth for prices, rules and events

Gain and Grow Market Access with Targeted Sales and Marketing Programs

- Robust, integrated view of brand and market performance across disparate data sources
- Coordinate sales, marketing, pricing and contracting strategies at national and local level
- Empower sales teams with territory specific, timely, actionable insights on iPads

Optimize Gross-to-net Across Channels and Customers

- Optimize Gross-to-net across Channels and Customers
- Leverage comprehensive data mart
- More...



Challenges

Over a quarter of the companies (30%) have no visibility into their revenue erosion. Life Sciences and High Tech executives need visibility into key drivers that are impacting revenue. However, > 33% companies still use Excel for reporting management and analytics

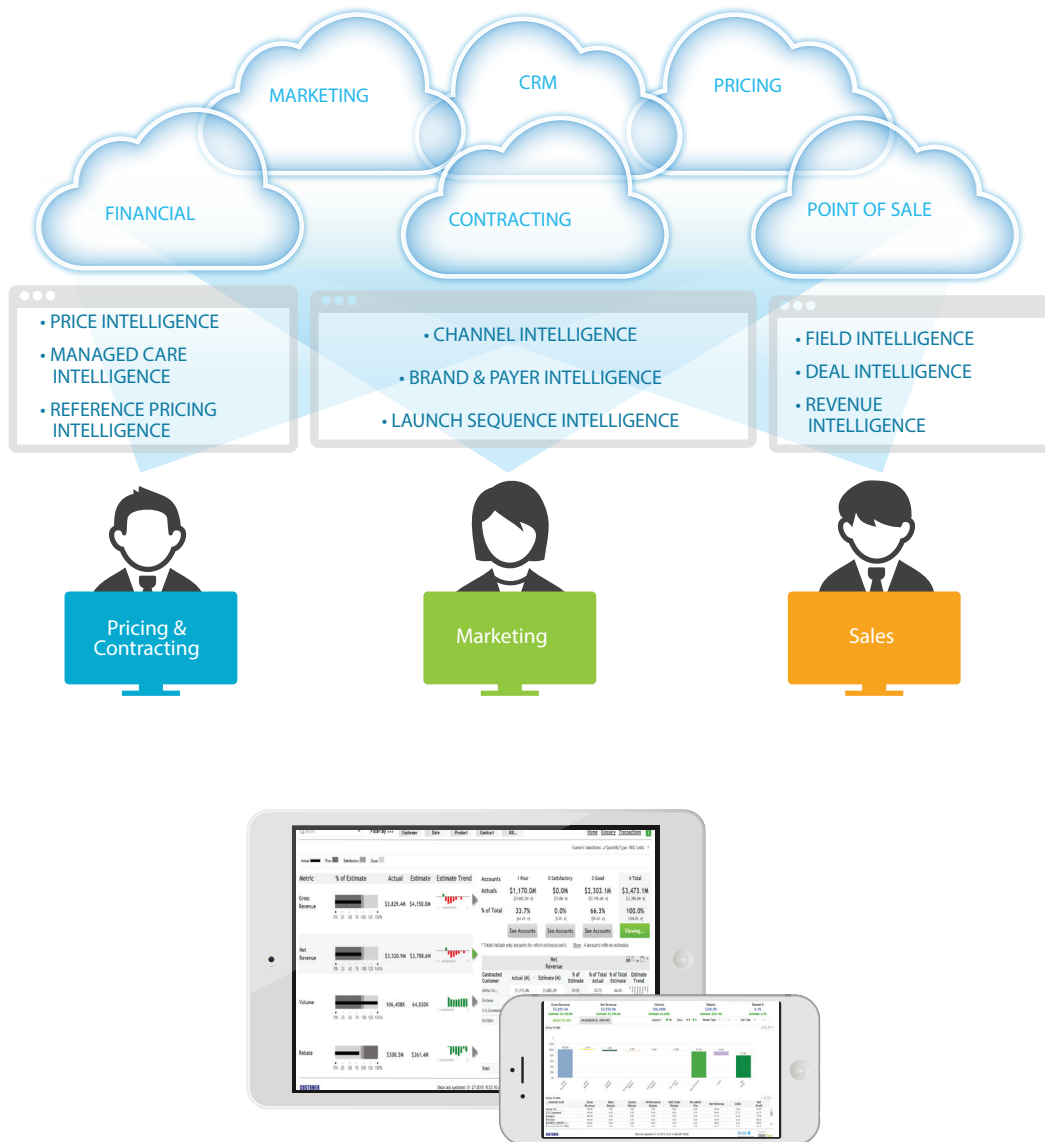
—Model N Benchmark Survey



1% Improvement in price translates into 11% Increase in operating profit

"The Model N Solution... has been critically important for us... the data and the analytics have been the game changer for Boston Scientific"

— Ray Almeida, Vice President, Strategic Pricing & Analytics, Boston Scientific



"Model N has become a strategic partner and an integral part of the managed market team here at Allergan. They provide significant value not only as data experts but as consultants that understand our brands and competitive environments."

— Mark Kaylor, Senior Marketing Research Analyst, Allergan



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 builtin validations and analytics, we provide the flexibility to easily structure profitable contracts and innovative incentives across channels, customers and geographies.

Model N is the leader in Revenue Management Cloud solutions. Model N helps its customers maximize their revenues by maximizing sell time, revenues per opportunity and number of opportunities. Model N Cloud solutions manage every dollar that impacts the customer's top line and transforms the revenue lifecycle from a series of disjointed operations into a strategic end-to-end process. With deep industry expertise, Model N supports the unique business needs of life science and technology companies across more than 100 countries. Global customers include: Actavis, Amgen, Atmel, Boston Scientific, Johnson & Johnson, Linear Technology, Merck, Marvell, Micron, Nokia, Novartis, and STMicroelectronics. Learn more at: www.modeln.com.

Copyright © 2015 Model N, Inc. All rights reserved. Model N is a trademark of Model N, Inc. All other trademarks mentioned are the property of their respective owners.