

Model N Revvy CPQ for MedTech

Revvy CPQ for MedTech provides the only CPQ solution that provides MedTech pricing intelligence to help the sales rep maximize the value of the deal. Medical device and technology manufacturers often deal with tremendous complexity and sophisticated pricing scenarios.

Sales users can access insightful pricing and account analytics directly from Revvy CPQ within Salesforce.com.

With Revvy CPQ for MedTech sales users will be able to:

- Quote the right price with up to date information on hospital and IDN available pricing, compliance performance and deal margin
- Increase deal value with intuitive upsells/cross-sells on every transaction
- Quote and generate proposals including capital agreements with related products, services and other value added offerings
- Approve quotes with the price floor controls and create quote-to-contract automatically after quote approval

Model N puts the deal advantage in the hands of the sales rep allowing them to:

Maximize revenues

- Access to data such as performance against committed purchases empowers the sales reps to have the maximum negotiation leverage

Maximize opportunities

- Real-time analysis of actual and historical pricing, available incentives such as discounts and rebates, purchase data and much more, ensures a higher likelihood of winning

Maximize selling time


- Eliminate deal and pricing desk hurdles in the quote process with automated data accessibility



Challenges:

Group purchasing across providers and regions, hospital and pharmacy consolidation, and generic price competition are eroding profitable commercial sales and challenging effective GPO, IDN, hospital, and pharmacy contracting in mature and new markets. However, over 30% of these companies have no visibility into their revenue erosion, costing them millions.

average
sales
cycle is
27%
shorter



26%
more likely for sales
reps to achieve quota



CPQ for MedTech



Quote to Contract



Pricing



Configuration



Master Data

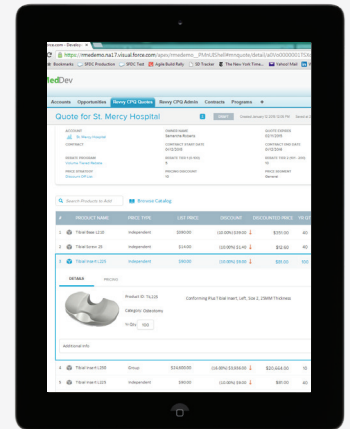
- The Model N MedTech solution enables manufacturers to optimize pricing, incentives, and contract compliance with embedded MedTech industry best practices. Integrated tools are provided for membership management, discount and incentive strategies, real-time price management, and analytics that span across complex contract commitments, organizations, and geographies. Additionally, manufacturers can adjust to the rising sophistication of buyers, with a single source of pricing truth and robust workflows and analytics, which guarantee that MedTech companies do not suffer price leakage by competing against themselves.
- Optimize pricing, incentives and contract compliance through a consolidated process for contract authoring, negotiation, management and analytics
- Enable manufacturers to adjust to the rising sophistication of buyers with analyses of price waterfall, pricing trends, price bands and price scatter charts
- Guaranteeing that MedTech companies do not suffer price leakage by competing against themselves

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

About Model N:

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, Allergan, Amgen, Atmel, Boston Scientific, Bristol-Myers Squibb, Dell, Johnson & Johnson, Linear Technology, Merck, Marvell, Maxim, Micron, Nokia, Novartis, Novo Nordisk, ON Semiconductor, and STMicroelectronics. For more information email info@modeln.com or visit modeln.com.



“Model N is a key provider to medical device companies and has an end-to-end Revenue Management solution tailored to their needs. They continue to drive customer value in discount management, contract compliance, and educating the industry on trends and upcoming challenges on margin erosion with best practices that customers can use.”

— Chris Provinces
CEO, Value Vantage Partners

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