



Price Erosion: Contained

Challenges

Mitigate Global Price Erosion in 60+ Countries

This global biologics leader's legacy system lacked capabilities to satisfy regulatory requirements or coordinate complex price changes and global product launches, and exposed the manufacturer to weak negotiating positions with Ministries of Health.

Results

Reduced Price Erosion From 2.5% to 1.5% in Europe

This Fortune 500 Company combatted against increasing price erosion by replacing their error-prone legacy system and inefficient manual processes with Revvy Global Price Management (GPM) by Model N. With this global pricing management and analytics solution, the pricing teams have reduced regulatory non-compliance, automated thousands of price changes, reduced price erosion in EU by 40%, and consistently made analytics-driven pricing decisions directly impacting the company's bottom line.

Revvy Global Price Management

This rapidly-deployed solution manages pricing data and international reference pricing rules through a global pricing database, and provides accurate reporting, flexible governance workflows, and predictive analytics to optimize price changes and global product launches. Cloud-based delivery accelerates time-to-value and reduces capital outlays.

Model N Customer Since 2005

For the past 30 years, this Top 5 global biopharma manufacturer has innovated human therapeutics based on advances in recombinant DNA and molecular biology. They now serve over 25 million patients worldwide.

Live On Model N

Europe • North America • South America • Africa • Australia

“*[Revvy Global Price Management] reduced our average year-on-year price erosion in Europe by 40%.*”

— Head of International Pricing
Fortune 500 Global
BioPharma Company

End-to-End Solution Saves Up to \$30MM Per Year



New Capabilities

- Ensure compliance with international and local pricing policies
- Maintain single repository of country pricing rules
- Collaborate efficiently across global headquarters, regions, and countries
- Project long-term global price impacts to inform regional decisions
- Provide single source of pricing info
- Personalize user interfaces to maximize adoption and value-add