



P&G

Procter & Gamble Personal Health Care

Challenges

Keeping Up-to-Date With Regulatory Changes

Prior to Model N, P&G Personal Health Care struggled to create and support a homegrown mainframe government pricing and compliance application that could adequately address regulatory changes. The homegrown solution had difficulty integrating the many source systems. All calculation methods were buried deep in code, requiring constant IT intervention to insure there were no errors in the calculations. In addition, internal technical support for the system's mainframe platform was fading.

Results

Improved Rebate Utilization and Compliance

With Model N Government Compliance on Model N's Revenue Enterprise Cloud, P&G Personal Health Care now has a flexible, integrated, scalable, and configurable government pricing calculation and reporting framework, which they can access anywhere and at any time. The project was successfully implemented on-time and on- budget with an aggressive timeline.

The company's government price compliance infrastructure now includes automated bundles, sales reallocation, enhanced validations, audit-proof calculations, and faster government filings. With this solution, P&G Personal Health Care has improved and automated compliance with current and upcoming changes in laws and regulations concerning the calculations of P&G's over-the-counter and personal healthcare products in a fast-changing regulatory environment. The company has vastly improved system performance and rebate utilization — all while reducing IT spend and resources.

Live On Model N

- United States •

“ *P&G considers Model N a trusted and valued partner.* ”

— Director of Healthcare Customer Contract Management, P&G Personal Health Care

Reduced liability and boosted performance with Cloud-based platform



New P&G Capabilities

- Improves compliance with changing federal and state pricing laws and regulations
- Automates controls and processes to reduce revenue and regulatory risk
- Scales easily with changing business needs with minimal IT support
- Integrates government pricing data from multiple sources into one platform
- Provides accurate and audit-proof calculations and filings
- Automates the upgrade process for easier platform upgrades



Model N Customer Since 2006



Founded 176 years ago, P&G (NYSE: PG) is one of the leading consumer goods companies, with \$84 billion in sales and approximately 4.8 billion consumers around the world. P&G Personal Health Care is comprised of a strong portfolio, including big brands such as Vicks and Prilosec. P&G Health Care accounted for 17% of company-wide net earnings in 2013. www.pg.com/en_US/brands/global_health_grooming



Model N Solutions at P&G Health Care

Government Pricing

Allows for superior price management by providing free updates of new government regulations with seamless integration to commercial pricing.

Revenue Enterprise Cloud

Allows companies to quickly scale business-critical functionality, increase performance, enhance business flexibility, accrue significant CapEx and OpEx savings, and enable unprecedented anytime, anywhere access to the solution — all with minimal upfront costs and consultant services.

KEY INTEGRATIONS	SOLUTIONS REPLACED
 	 

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.