



Global Price Management

Ensure Pricing Consistency and Accuracy

High Tech manufacturers can maximize margins by delivering consistent, accurate, and profitable pricing tailored to specific customer and channel partner requests.

However, complex price lists, pricing rules, and channel relationships can frequently result in inconsistent pricing across channels and regions and unenforced contract terms that erode margin.

Model N Global Price Management

Model N Global Price Management ensures consistent and accurate pricing across channels and geographies by automating quote responses according to preestablished price lists, pricing rules, contract terms, registrations, and market price programs. With tailored responses to price requests based on usercontrolled parameters such as customer, end customer, channel, geography, and target, Global Price Management eliminates price erosion caused by internal bid wars, and non-compliance with contractual volume commitments. Global Price Management also improves the handling of special pricing processes by automating routing for approvals and automatically generating an audit trail for actions taken.

Key Components of Global Price Management

Multiple Price List Management enables organizations to set up price lists with differentiated prices based on parameters such as region, customer segment, currency and then apply additional considerations such as volume brackets for discounting and future pricing.

Price Rules Management allows organizations to enforce pricing consistency throughout all regions, speeding quote turnaround time and reducing price erosion. Intelligent, user-defined business rules may be set for registration discounts, market price programs, volume discounts, and contract prices, with the ability to designate which rules supersede others.

Price Engine is the transactional engine that references price lists and business rules to automatically deliver accurate, customer-specific pricing, dramatically reducing quote turnaround time and enforcing pricing policies across the organization. Pricing can be retrieved based on user-controlled parameters.

Contract Pricing links contract terms to sales activities to ensure accurate and rapid response for all quote requests. Pricing may be implemented against tiered discount schedules, with quotes tied to actual backlog to avoid orders being shipped at the wrong price.

With Global Price Management you can:

- *Reduce price erosion*
- *Enforce global pricing policies*
- *Ensure correct, customer specific pricing*
- *Avoid bidding against yourself*



Exceptions and Alerts flags pricing situations that require additional review, allowing organizations to easily address exceptions to standard pricing rules. A sophisticated workflow engine routes exceptions for approval or rejection based on user-defined business rules and maintains an audit history.

Price Books allows organizations to efficiently publish region, country, and segment specific prices to their channel partners.

Model N Channel Revenue Management at a Glance



Maintain Price Lists

Manage region and customer segment specific product prices with quantity breaks and in multiple currencies for direct customers and distributors. Define price floors such as strategic and field minimum prices by parts.



Set Up Pricing Rules and Policies

Create and maintain product, competition, customer, and/or channel-specific rules that drive customer specific price responses to align w/ corporate objectives.



Set Up Contract Pricing

Setup customer or distributor specific contracts with tiered discount schedules with volume and time parameters.



Communicate Prices

Publish standard prices to the extended sales organizations including internal and external sales reps and distributors.



Execute Prices

Resolve prices based on price lists and pricing rules. Integrate to ERP systems and Model N Deal Management and Channel Revenue Management applications to ensure accurate and consistent pricing.

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, Amgen, Atmel, Boston Scientific, Bristol-Myers Squibb, Johnson & Johnson, Linear Technology, Merck, Marvell, Micron, Nokia, Novartis, and STMicroelectronics.