



Model N Express for Midmarket MedTech

Model N's Express implementation methodology enables mid-size medtech companies to maximize revenue and reduce compliance risk with a comprehensive, out-of-the-box revenue management cloud solution. Model N has packaged 19 years of experience working with the largest brands in life sciences—including J&J, Stryker, and Abbott—into a pre-configured enterprise-grade SaaS offering that maximizes time-to-value.

With Model N Express, you can rapidly deploy Model N's Revenue Management Cloud for MedTech solution with a templated SaaS platform that allows your team to manage and create workflows, rules, user permissions and reports without assistance. Create your own or leverage pre-built analytics and reports, embedded into a comprehensive, integrated cloud solution to optimize your revenue management strategy and decisions.

Optimize Pricing Alignment

As thousands of contract changes occur each day, it is crucial that manufacturers have the support for accurate price alignment in order to quickly make updates and communicate to trading partners. Traditional manual contract processes often lead to inconsistent and inaccurate price and eligibility issues that further increase costs and delay payment. Additionally, the distinct systems used between supply chain players lack uniform standards and the ability to easily share information.

Model N and Global Healthcare Exchange (GHX) have collaborated to alleviate those communication barriers and improve pricing accuracy throughout the healthcare supply chain. With HIDA best practices prioritized to ensure compliance, our integration focuses on enhancing the contract communication between manufacturers, providers, and distributors, as well as developing set standards.

Model N Revenue Cloud for MedTech



30% of life sciences companies have no visibility into their revenue erosion, costing them millions



98.8% speed increase in price management by using a cloud platform over an Excel-based tool



Companies using cloud-based technologies for more than **25%** of their software outperform against the competition

With Model N Express You Can:

Accelerate time-to-value by leveraging embedded industry best practices

- Pre-configured contract, pricing and rebate strategies and analytics
- Rapid deployment with standard validations, workflows and procedures

Maximize Revenues with best-in-class Revenue Management

- Self-sufficient two-step on-site training which includes standard product training in addition to operational training, based on 100+ SOPs
- Easily incorporate standardized contract price and eligibility notifications, known as bid awards, or EDI 845's

Experience lower total cost of ownership with our SaaS delivery model, Revenue Management as a Service (RMaaS)

- With three annual releases, RMaaS ensures you have access to the latest innovations to help support and grow your business
- High performance and scalable cloud environment, with built-in disaster recovery and fully compliant with SOC 2 Type 2

Does Your Current Solution Measure Up to Industry Best Practices?

HIDA RECOMMENDATIONS FOR PRICING ACCURACY	MODEL N REVENUE CLOUD FOR MEDTECH IN COLLABORATION WITH GHX
Clearly communicate what GPO is primary	CPQ, CLM
Communicate all eligible owned, leased or managed providers to distributors via EDI 845s	Provider
Identify an IDN's location using GPO rosters	Provider, CLM, CPQ
Maintain pricing alignment by sending EDI 832s to IDNs	Provider
Use electronic notifications to automate and accelerate the eligibility and connection process	Provider, CLM
Use a central data source to give distributors automated visibility into issues and omitted chargebacks	Provider
Automate the process by using Global Location Numbers (GLNs)	Provider, CLM, CPQ

We're Ready When You Are

Although a traditional implementation often takes over a year, that timeline can be cut in half with Express. 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.

Leverage the resources of a large company with the budget of a midmarket business.

“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 Provines Former CEO, Value Vantage Partners



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