

Model N

Revyv Sales Application Suite

Overview

Revyv Sales Application Suite is the semiconductor industry's first unified CRM and Revenue Management Solution. Delivered on the Salesforce1 platform, this SaaS solution helps semiconductor manufacturers maximize revenue, sales efficiency and drive growth.

Revyv Sales is an end-to-end sales solution that helps organizations increase design wins, improve sales efficiency and increase channel business visibility by allowing the entire sales channel ecosystem to effectively collaborate and accelerate closing business.

Revyv Sales, delivered on the Salesforce1 Platform™, combines the native objects of the Sales Cloud® to give you the same email, calendar, mobile and chatter experience with unique capabilities designed to manage registrations and samples, identify similar opportunities, link reference designs and enhance comprehensive account profiles.

Key Capabilities

Design Opportunity Management

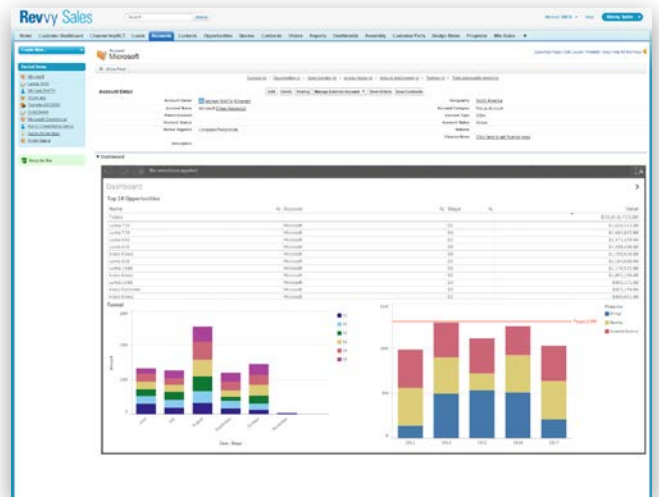
Robust design opportunity management helps sales teams manage and track the entire lifecycle of a design opportunity from demand creation through fulfillment.

- Systematically provide real time guidance on capturing more sockets to drive up-sell opportunities
- Track, detect and link opportunities against reference designs to distinguish between demand and fulfillment opportunities
- Streamline the opportunity approval process
- Link and track samples and quotes to opportunities
- Manage business partners and contacts involved during the design and fulfillment lifecycle
- Systematically manage and track business transfers to other regions
- Track design conversion rates by capturing both direct and channel revenue against account and opportunity

Channel Design Registration

Empower channel partners to create and manage design registrations

- Onboard and enable distributors to create and submit design registrations
- Approve channel designs via workflow-based and rules-driven processes
- Link and track distributor sample and quote requests against registrations
- Track business partners and contacts involved during the design and fulfillment lifecycle
- Manage and track business transfers between distributors
- Guarantee distributor protection on transactions with registered designs



Design Analytics

Provide the entire sales organization with clear visibility and actionable insights into design funnel performance in one unified experience.

- Analyze direct and channel design funnel performance
- Enable sales management to focus on key designs
- Model revenue projections from new designs that have not reached production
- Measure sales team performance based on design-to-revenue conversion
- Drive proactive account planning and track to plan

Global Account Visibility

Single tool for sales teams to manage their accounts by providing them the right information, at the right time, on any device.

- Capture and aggregate key account data to quickly differentiate and win
- Access strategic, operational and tactical information at your fingertips
- Drive proactive account planning and track to plan
- Access account specific documents including block diagrams, product presentations and account relationship matrixes

Funnel Management

Get timely, accurate and reliable funnel reports that help drive pipeline to closure.

- Improve account reviews to drive more designs
- Create and track new design opportunities or mass upload from files
- Collaborate between sales, marketing and other stakeholders for real time deal support
- Create and link samples and quotes against opportunities
- Leverage native Sales Cloud capabilities including task management, calendaring, messaging and alerts to manage daily activities

Integration to Model N Revenue Management

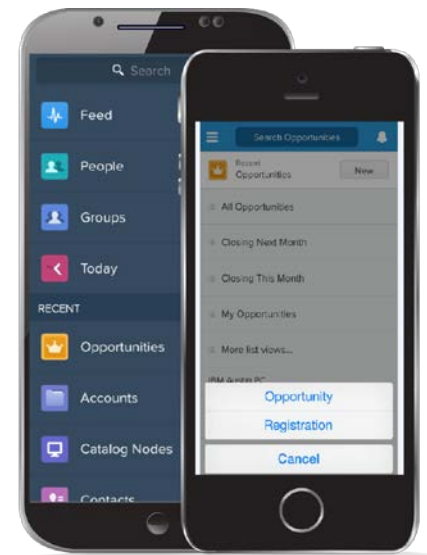
Pre-built integration framework provides an end-to-end solution with a single user experience.

- Manage quotes directly from within the same user interface
- Access pricing, order and contract data from Model N Revenue Management
- Sync accounts and product catalog data
- Manage access with unified user and organization administration

SaaS Delivery

Benefit from a proven solution built on the trusted Salesforce1 Platform. Revvy Sales Application Suite continuously evolves to meet changing industry and company dynamics without the hassle of manual upgrades.

- Low total cost of ownership with no hardware or IT services
- Quick time-to-value on the SaaS cloud-based platform
- Fast, secure and scalable solution with ongoing support



“Managing the complex design cycles, tying designs to quotes, to contracts and to orders and then extending these capabilities into the channel are strategic imperatives for semiconductor. Together with Model N, we can offer the industry a strategic path to achieve these goals in less time and for a lower cost.”

*— Paul Grimme
Executive Vice President
STMicroelectronics*

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