

## Global Tender Management for Pharma

Provide your teams the insight and controls they need in order to win more at the right price and avoid unnecessary risks.

### Challenge

Global pricing and commercial leaders, tender operations, account and country managers need to standardize their tender processes with best practices. They need to better understand how to prioritize and target the best business opportunities and create an optimal offering strategy while controlling and minimizing discounting.

In fact, most companies have little regional or global insight into their tendered business including the pipeline, priorities, prices offered, or inherent risks in their tender contracts. This can lead to lost business and sub-optimal deal structures resulting in lower revenues and margins.

### Solution

**Model N Global Tender Management for Pharma** is an end-to-end solution that helps pharmaceutical companies – branded, biosimilar and generics – target the best opportunities, increase success and maximize returns whilst reducing unnecessary risks. It is the first enterprise class tender management solution tailored for pharma and native to Salesforce®. With Model N Global Tender Management, you can:

- **Increase sales** by prioritizing the best opportunities and aligning teams and tasks
- **Protect margins** with winning bids at prices that defend value, whilst using sophisticated account, competitor and bid analytics
- **Optimize revenues** by minimizing spill-over risk and price leakage
- **Reduce risks** of non-compliance, disqualification or future penalties by embedding checks and controls with collaboration between internal stakeholders
- **Maximize the lifetime value** of awarded contracts by tracking fulfillment

### We're ready when you are

Allow us to engage with you to discuss how Model N can help you get global 20-20 insight into your tender funnel, standardize on industry best-practices, price most effectively to maximize sales, improve margins, and remove compliance risk. To learn more, visit [www.modeln.com/tender-management](http://www.modeln.com/tender-management) or contact us at [EU-inquiry@modeln.com](mailto:EU-inquiry@modeln.com).



### Key Challenges

- Margin erosion from over-discounting and price leakage
- Lost business due to disqualification
- Fines or future penalties due to contract non-compliance

### Key Capabilities

- Built-in best practices for pharma companies
- Proven scalability and performance
- Cloud-based for easy access and maintenance
- Native to Salesforce® or Veeva® CRM
- Aligns and helps manage multi-disciplinary teams

### Target Audience

- Pricing executives
- Commercial leaders
- Key account management
- Country managers
- Tender or sales operations teams

Model N Global Tender Management for Pharma is an end-to-end solution that addresses all key stages of the tender-to-contract process. Solutions that only address a subset of the complete process do not deliver the full value that an end-to-end system does and they do not meet the complete needs of companies engaging in tendered business.

The Model N Global Tender Management solution is cloud-based and, because it is native to Salesforce, it can be deployed alone or else tightly integrated with your Sales Cloud or Veeva CRM. The solution is highly scalable and delivers great performance whatever the size of your organization. Because of these capabilities, the Model N solution is appropriate for regional and global deployments.

## Key Features

- Pre-built processes and approval flows for Pharma
- Collaboration across country, region and global
- Guided offer configuration and product matching
- Most economically advantageous tender (MEAT) scoring and weighted pricing
- Document management, eSignature and eSubmission
- Embedded analytics

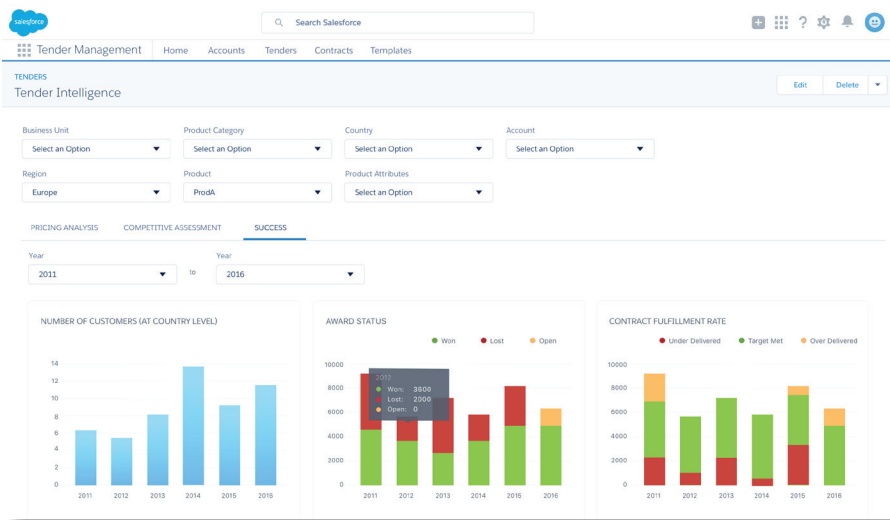


Figure 1: Tender Intelligence – Tracking Success

Global Tender Management for Pharma is one of several Model N solutions optimized specifically for pharmaceutical companies. These solutions include Global Pricing Management, Contract Management and Commercial. Each solution delivers tremendous value, but they are even more powerful when working together.

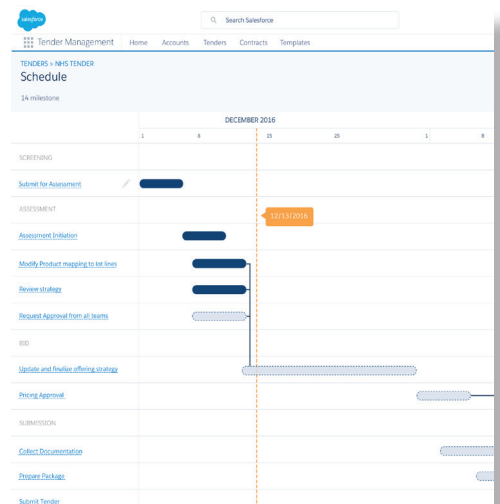


Figure 2: Tender Management Activity Scheduler

### About Model N

Model N is the leader in Revenue Management solutions. Driving mission critical business processes such as global pricing, tender management, configure, price and quote (CPQ), contract and rebate management, business intelligence, and regulatory compliance, Model N solutions transform the revenue lifecycle from a series of disjointed operations into a strategic end-to-end process. With deep industry expertise, Model N supports the complex business needs of the world's leading brands in life sciences, technology and manufacturing across more than 100 countries, including Johnson & Johnson, AstraZeneca, Boston Scientific, Novartis, Atmel and Fairchild. For more information about Model N (NYSE:MODN), visit [www.modeln.com](http://www.modeln.com). Model N® is the registered trademark of Model N, Inc. Any other company names mentioned are the property of their respective owners and are mentioned for identification purposes only.

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