

Model N

Enterprise-Grade Quote-to-Cash

35-50%
OF SALES GO TO THE VENDORS THAT RESPONDS FIRST
INSIDE SALES

53%
OF CUSTOMER LOYALTY IS DRIVEN BY THE SALES EXPERIENCE
CEB

85%
OF CUSTOMERS, BY 2020, THAT WILL MANAGE THEIR INTERACTION WITH THE ENTERPRISE WITHOUT INTERACTING WITH A HUMAN
GARTNER

CRM



GUIDED SELLING

28%
REDUCTION IN SALES CYCLES FROM USING CPQ
ABERDEEN GROUP

Out-of-the-box integration with SAP Variant Configuration

PRICING

Seamless integration with SAP Pricing

82%
AMOUNT CONTRACT APPROVAL TIMES WITH USE OF A CONTRACT MANAGEMENT SOLUTION
IACCM

Global Tender Management

QUOTING

SMART APPROVALS

CONTRACT MANAGEMENT

Seamless integration with Microsoft Word

Seamless integration with Microsoft Excel

ONLY 34%
OF COMPANIES RECEIVE ACCURATE, TIMELY REBATES DATA FROM PARTNERS
MODEL N STUDY

REBATE MANAGEMENT

Seamless integration with Microsoft Word

MDF MANAGEMENT

35%
REDUCED COSTS THROUGH REDUCTIONS IN QUOTE AND ORDER ERRORS
CAPGEMINI

ORDER MANAGEMENT

CONTRACT LIFECYCLE MANAGEMENT

19%
LOST REVENUES FROM POOR CONTRACT PROCESS AS MUCH AS
IACCM

Drive new business models and delight customers at every touch point with Model N.

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