

Model N



Model N's FSS Contract Negotiation and Renewal Service

Contract Negotiation and Renewal

Model N's FSS Contract Negotiation and Renewal service maximizes revenue and reduces the risk to keep customers compliant with the US Department of Veterans Affairs.



Comprehensive Dataset

Deliverables contain all the data required during pre-audit negotiation of FSS contract renewals through post-award audits. This includes reports on commercial sales practices (CSP), information on all sales, a list of discounts and rebates offered offline or over contracts, and the available net price points.



Maximize Revenue

Because Model N helps manufacturers gather the right information in a timely and comprehensive manner, manufacturers are able to develop a better pricing proposal to maximize revenue and minimize or eliminate compliance risk.

Key capabilities

- VA comparable purchasing commercial customer report
- Commercial customer price stability report
- Commercial sales data
- Commercial pricing agreements
- Pricing proposals
- Commercial net price report

Benefits

- Optimize revenue with an accurate, holistic picture that informs pricing decisions
- Streamline audit reporting for FSS compliance
- Minimize or eliminate compliance risk

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