

Model N

A Model N Customer Success Story

"Model N's Commercial Suite provides us with all the tools we need to better manage our distributor rebate and contract pricing requirements. The suite's ease of use, ease of installation, and superior functionality made Model N the logical choice when we decided to upgrade our revenue management capabilities."

— Robert Shallish, Chief Financial Officer, ConMed Corp.

Global Medical Technology Company Optimizes Revenues by Increasing Accuracy of Rebate and Contract Pricing Processes

ConMed Corp.
Utica, NY



www.conmed.com

Industry: Medical Technology

Revenue: \$630M

Employees: 3,000

Model N Products
Model N Commercial Suite

Implementation Partner:



www.kanbay.com

Benefits

- Better control over annual distributor rebates paid
- Better pricing accuracy to reduce leakage and increase revenues
- Ability to accurately measure customer compliance

ConMed is a medical technology company with an emphasis on surgical devices and equipment for minimally invasive procedures and patient monitoring. The company's products serve the clinical areas of sports medicine-arthroscopy, powered surgical instruments, electrosurgery, cardiac monitoring disposables, endosurgery, and endoscopic technologies.

Revenue Management Opportunity

In evaluating its revenue management processes, ConMed decided it needed to address revenue leakage issues, specifically in relation to distributor rebates. The company also wanted to improve pricing accuracy by checking pricing floors and approval processes.

Revenue Management Solution from Model N

ConMed implemented the Model N Commercial Suite's Contracts/Pricing, Sales, Distributor Rebates, and Compliance modules to help better manage the company's rebate and contract pricing process. The Commercial Suite's superior functionality enables ConMed to:

- Easily integrate the suite into existing infrastructure
- Import master data from the ERP system and export rebate claims to the ERP A/P system
- Unify rebates and tracing functions, and replace time-consuming and error-prone manual spreadsheet systems used for contract pricing and rebates
- Enhance compliance measurement by comparing customer orders against commitments

The end result is the potential for significant reductions in the dollar amount ConMed pays in rebates every year, resulting in a positive return of investment measured in months.

Why Model N?

ConMed chose the Model N Commercial Suite over competition because it provides:

- A wide range of functionality — from pricing and contracts to compliance
- Easy, out-of-box installation
- Price engine integration capabilities that provide a real-time interface for all pricing
- The potential for significant reductions in the dollar amount ConMed pays in rebates every year and a positive ROI measured in months