

# Model N



**KEY HIGHLIGHT**  
Increased rate of tender wins by focusing on relevant scoring factors

## Model N Products

Global Tender Management (GTM)

Contract Lifecycle Management (CLM)

Provider Management

**A global medical device company** that manufactures wound care and single-use surgical products.



### Situation

New customer in 2019

Lack of proactiveness in customer requests would arise which were not on the company's radar because the company hadn't done its pre-work

The company suffered from inefficiency due to manual workflows and lack of processes and systems

There was a lack of data and systems for optimal pricing and rebate management

Go-live in October 2019



### Pain

Has a sophisticated tender scoring and management process that needed to be supported

Goal is to deploy software to support the entire tender process chain and connect the front and back office

Prevent scope creep with implementation



### Impact

Increased rate of tender wins by focusing on relevant scoring factors

Improved margins by focusing on factors other than price

Eliminate tenders with low change of winning

Increase sales by prioritizing the best opportunities

Aligning teams and tasks

Reduce the risk of non-compliance, disqualification or future penalties

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