

Model N



KEY METRIC
\$1.4M estimated savings over 3 years

Model N Products

Validata

Contract Author

Government Pricing (GP) Medicaid

Payer Management

Provider Management

A multinational specialty pharmaceutical company that develops, manufactures, and markets a broad range of pharmaceutical products primarily in the areas of dermatology, gastrointestinal disorders, eye health, neurology, and branded generics.



Situation

Lacked visibility and reconciliation in their rebate processing

Lack of consistent rebate intelligence and reporting



Pain

The company wasn't sure what government and commercial rebates claims they should pay

They had visibility into what their two (2) BPOs were processing for rebates and Medicaid

They needed precise measurements into areas of revenue leakage at multiple points of the rebate process



Impact

The company will save an estimated \$1.4M over three years using Model N Validata

Model N partnered with one of the company's systems integrators to assess rebate impact on revenue

The company increased visibility and trust for its complete rebate process

Using Model N Validata, the company has helped establish rebate business intelligence for its management team

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