



# Revenue execution that works for you

Model N Business Services for Life Sciences

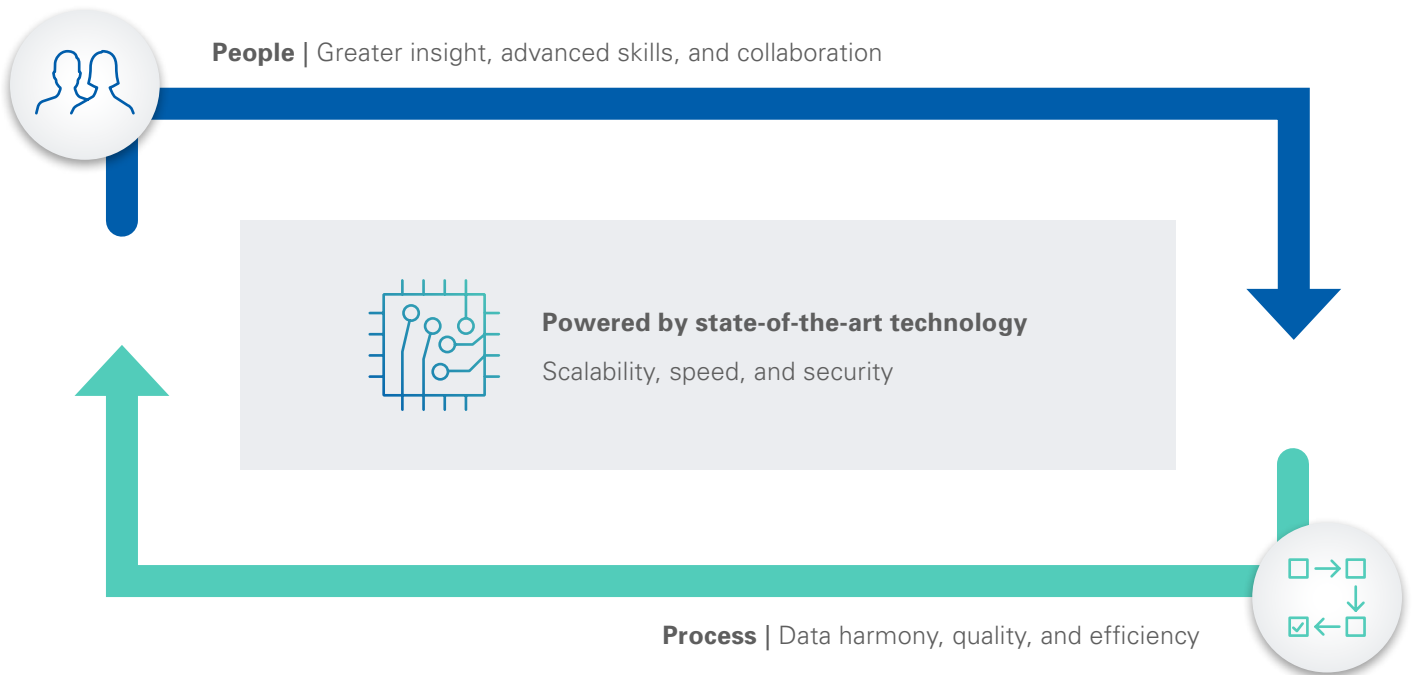
Model **N**

BROCHURE

# Model N handles the complexity. You get the results.

Grow revenue. Protect profitability. Confidently meet compliance requirements. With Model N Business Services, you get a complete end-to-end solution that helps you improve how you run your business. Developed for the life sciences industry, Model N Business Services focus on mitigating risk and improving commercial performance for government pricing and commercial contracting.

Armed with access to specialists with deep industry experience, process enhancements, and actionable business insights – all powered by state-of-the-art technology – you can shift your focus from operations to strategy and change the lives of even more patients.



# Experience that enhances your team.

Through Model N Business Services, you gain access to specialists with backgrounds and daily experience in government programs, commercial contracting, finance, technology, and data analytics. We help you look at business capabilities, contract complexities, and processes – not as discreet vertical offerings, but holistically and across organizational boundaries.

**In a skills-based economy, talent is the differentiator. Along with digital and analytical skills, this new workforce model offers other opportunities:**

- + Greater autonomy and capabilities to link data and teams across functions
- + Ability to see the big picture and enhance data value
- + Advisors and an operations team with skills to break down silos and bridge knowledge gaps across your organization
- + Quick responses to market, regulatory, and business changes
- + Time to focus on strategic and value-added activities, rather than manual processes and disparate reporting

# Achieve breakthrough value by rethinking your current operating model.

With faster, more efficient, and scalable processes that are powered by innovative technology, you can keep pace with regulatory and business changes, ensure data security, and reduce business disruption caused by hardware and software updates.

Additionally, our advisors and operations team brings a deep understanding of the correlation between third-party contracts and government programs to help you address complex pricing and contracting issues and effectively manage your commercial access and government relationships.



## Government pricing

Correctly and consistently calculate, report, verify, and submit prices in a timely manner.



## Medicaid claims

Efficiently process and pay government invoices.



## Rebates and fees

Reduce the challenges associated with verifying prescriptions and calculating rebates.



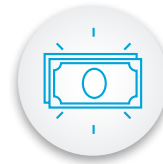
## Chargebacks

Maintain compliance with contract terms and conditions to avoid revenue leakage.



## Memberships

Mitigate issues and solidify compliance with government programs.



## Gross-to-net

Repeatably estimate gross-to-net, close financials, and conduct financial modeling.

# Gain greater clarity into contract performance and market potential – anytime, anywhere.

Integrating commercial and government data enables you to improve reporting, discovery, analysis, and decision-making. We help you shift from using software merely for transaction processing to generating a source of unprecedented insights that can transform your business. And you don't need to worry about a thing: We provide seamless, hands-free integration with your external third-party logistics systems (3PLS) and ensure data security.

Our data analysts and commercial operations specialists with extensive knowledge of commercial contracts and government pricing data work with you to proactively identify compliance and pricing risks, improve product pricing, and analyze complex business challenges. We provide tailored insights into pressing issues, including product profitability, trade relations, commercial contract effectiveness, and supply chains.

**Put information at your fingertips that will empower you to guide your company toward new areas of profitability.**



- **Dashboards and data visualizations:** Track transaction processing progress, trends, and contract performance.
- **On-demand report builder:** Create custom reports to help stakeholders make strategic business decisions.
- **Scenario modeling and pre-established calculation models:** Measure and track the impact of actions and changes.
- **Gross-to-net tools:** Support financial modeling.



# Remain in control of your data and connect to information in a secure, insightful manner.

To drive commercial performance and better manage customer and vendor relationships, you need access to a broad spectrum of analysis, reliable data, and proven guidance and expertise. We help you unlock hidden intelligence lost within disparate transactional and pricing data.

- Spend less time managing data and more time acting on insights.
- Achieve full visibility and access to cross-functional data.
- Identify and understand contract performance through transactional and third-party data.
- Convert transactional data into a configurable calculation engine to support forecasting, accruals, and gross-to-net.

**With ExaLink Connect – your Model N Business Services dashboard – you have a single point of access for documentation, deliverables, and insights.**



- ✓ Receive notifications when actions are required.
- ✓ View and retrieve project deliverables and data.
- ✓ Approve or return processed deliverables.
- ✓ Capture communications related to deliverables.
- ✓ Access a repository for historical deliverables, including related communications and approvals.

New legislation and complex contract structures will continue to present ongoing operational challenges. With the combination of access to industry specialists, standard processes, and reliable data, you can analyze, predict, and create actionable insights to improve profitability and mitigate risk.

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**Discover how Model N Business Services can help you optimize your financial situation, so you can bring your life-changing products to the world.**