

Deal Management

Model N's Deal Management solution allows you to take control of direct and channel sales opportunities anticipating shifts in direct and channel business in global markets.

Solution Benefits



Create Quote and Generate Quote Response

Create spot buy, budgetary, and channel quotes for both direct and extended sales organizations. Generate customer specific quote responses in real time based on price lists and pricing rules.



Approve Quotes and Contracts

Evaluate and approve escalated quote and contract proposals based on prior pricing history and related end-customer opportunities and design activities.



Convert Quote to Order or Debit

Convert channel or broken cost quotes to debits to be reconciled in other Revenue Management applications.



Ensure Contract Compliance

Create contracts with sophisticated pricing tiers that can be tied to transactional activity for management and compliance tracking. Convert spot buy quotes to order requests and integrates to ERP systems.

[MODELN.COM](https://www.modeln.com)

Model N

Features

Gain visibility into demand

Reduce quote cycle time

Eliminate upfront customer discounting

Avoid bidding against yourself

Transaction management

Ensure correct, customer specific pricing

Reduce price erosion

Quote Information (Show Search)

Quote #: Q13837
 In Budgetary: [X]
 Quote Type: Quote
 Created: 07/17/2019 - Greg Morkan
 Modified: 07/17/2019 - Kevin Asher
 Landed Expense: 08/16/2019
 Currency: US Dollars
 Total Dollars: \$55,380.09
 % Net Margin: 76%
 Deal Score: [X]
 Comments: [Add/View Comments]

Channel: Direct
 Customer: Calcestra - San Jose
 End Customer: IBM - New York
 Program:
 Assembly:
 Allow Partial Period: [X]
 Period Start: 08/01/2020
 Matrix ID#: 5 per month [X] Yearly [X] (3 Buckets)
 (Changes affect all non-overridden lines)
 Workflow Status: Approved

Justification	Design	Start Date	End Date	New Contract #
Default	1000 25 (Ean)	07/17/2019	08/16/2019	C1187A
Deal Score	Rec Qty	Deal Awh Price	MR Cost	
		\$0,004	\$11.41	\$2.71
Matching Rebates	Rebate Amount	Rebate Price	Rebate Margin	
		\$11.15	76%	
Target Period	Forecast Quantity	Active Price	Overall Discount	Actual S/W
3	\$8,884	\$12.22	14.13% (07/17/2019)	
Years	Target	Margin	Current Prices	
Qty%	Quantity	Price	Price 1.00%	Price 2.00%
1 - 10000		\$12.22	\$11.41	\$11.39
2.00%	10001 - 20000	\$12.22	\$11.38	\$11.15
2.00%	20001 - 30000	\$11.73	\$11.18	\$10.92
		\$11.92	\$11.29	\$10.84
	Forecast Qty	10,000	10,000	10,000
	Forecast Value	\$12,220,000	\$11,070,000	\$10,840,000
	Manufacturer Cost	\$2.71	\$2.71	\$2.71
	Gross Cost	\$7,100.00	\$7,100.00	\$7,100.00



Model N has become a true value to the individual sales person. It helps them do their job faster, better, more efficiently, and more effectively. They like it, and that's really significant."

Mitch Little,
 Senior Vice President, Worldwide Client Engagement, Microchip Technology

Increase Deal Conversion While Enforcing Pricing Consistency

High Tech and Semiconductor companies face the challenges of a complex value chain, with end customers purchasing directly and through distribution partners, manufacturer reps, and contract manufacturers across multiple regions. This distributed sales process makes it difficult for organizations to obtain accurate visibility into demand. While complex pricing rules and a high volume of special pricing deals hinder quote turnaround time and pricing consistency. These factors impact an organization's ability to convert quotes into orders.

Model N Deal Management

Model N Deal Management enables High Tech and Semiconductor manufacturers to improve deal conversion rates, protect transactional margin, and obtain visibility into demand across channels and regions. With interactive quoting, order entry, contract compliance, and sophisticated opportunity tracking, companies are able to dramatically reduce quote cycle time and the number of lost opportunities, reduce price erosion through enforcement of pricing policies and the elimination of internal bid wars, and obtain visibility into demand across channels and regions.

Key Components of Deal Management

Interactive Quoting dramatically reduces quote cycle time, enabling users to quickly and easily respond to new opportunities, retrieve and analyze previous quote activity, retrieve catalog pricing thereby improving workflow routing and compliance.

Contract Compliance reduces price erosion caused by off-contract quotes, ensuring that pending transactions adhere to contractual commitments and tiered pricing agreements. Users can upload, edit, review, and maintain contract parts, price, minimums, durations, and more.

Pricing utilizes business and conversion rules to enable sales teams to quickly respond to market conditions and competitive prices and changes in demand.

Intelligent Quotes brings real-time, operational business intelligence, Artificial Intelligence (AI) and Machine Learning (ML) to the quoting process for improved win rates and competitive quotes.